IRATHER and SHOES

The International Shoe and Leather Weekly

As advertised to retailers in Boot & Shoe Recorder

a hesitant lady...

> You can reach her heart with the dainty styling that she yearns for . . . and still give her the "platform" comfort that her feet demand! For now creative manufacturers -with Darex insoles - build unseen into her sleek thin-soled shoes a cushiony comfort as resilient as the foot itself . . . a firmness that preserves smart lasting lines for the life of the shoe! Let Darex insoles help you sell more thin-soled shoes!

DEWEY and ALMY CHEMICAL CO.

To sell

D Cambridge 40, Mass. Montreal 32, Canada

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of 1951 PATENTED LIIGH-N-CREPE

TRADE MARK

7he New AVON

Nationally advertised in

Esquir

BETTER IN EVERY WAY THAN NATURAL CREPE

CUSH-N-CREPE Soles look massive, yet are light as a feather, actually float on water. They are waterproof, non-absorbent, weigh only ¼ as much as solid rubber soles. The material is completely vulcanized, not affected by heat or cold, doesn't change size or shape, spread, run or get tacky. Sole edges can be colored with edge inks. In natural color they can be cleaned with soap and water just like white sidewall tires.

CUSH-N-CREPE PROTECTED BY BASIC PATENTS No. 2,291,213, No. 2,299,593 No. 2,283,316 AVON SOLE COMPANY
AVON, MASSACHUSETTS

FOR FORTY-ONE YEARS SPECIALISTS IN FINE SOLE MATERIALS

Everyone who wears CUSH-N-CREPE once wants to keep right on walking around on air. They go back where they got them for more shoes with these marvelous new soles. Not only that, they talk about CUSH-N-CREPE Soles, send their friends in to get them. One dealer says every time he sells a pair of shoes with CUSH-N-CREPE Soles he knows he'll sell six more from that pair. Be sure the shoes you sell have genuine, nationally advertised Avon Du-Flex CUSH-N-CREPE Soles, with America's best known Solemark of Quality... the soles that really sell shoes.

not on all shoes . . . just the best ones



This column invites the opinions of all L&S readers.

No Soles

Given the New York Times, Reader's Digest and Leather & Shoes . . . and I feel I'm well read!

As I once wrote you (and often expressed myself to folks in the leather biz) the pity is that the editorials in Leather & Shoes aren't seen by consumers at large.

Your most recent editorial "No Sizes, No Business" made me chuckle.

Experiences my wife and I have-had with shoe clerks might inspire sequel to this editorial at some later date . . . for my bitter half has the oshdarndest time to get shoe clerks realize that when she asks for ather-soled shoes, she doesn't want sales talk on substitutes. And trying get leather-soled shoes for children smaller communities is a real chore.

RONALD BISHOP

Olean, N. Y.

No Sales

I was very much interested in your ditorial ("No Sizes, No Business") in the July 28th issue. It so happens that our family would have bought 4 or 5 pairs of shoes within the last or 3 months which will never be urchased now because we were unable to obtain the style, size or color which was useable.

It is puzzling to me to read all the reports about the poor business that the shoe industry has been experiencing. Frankly if shoe inventories are as high in retail outlets as the reports would lead us to believe I wonder what kind of inventories they are. Retail shoe business will not pick up until additional inventories are purchased more in line with the desires of the customers.

L. E. BENEDICT

Purchasing Agent Amity Leather Products Co. West Bend, Wis,



Vol. 122

August 18, 1951

No. 7

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PUBLISHER Elmer J. Rumpf

EDITOR AND ASS'T PUBLISHER William A. Rossi

NEWS AND MARKET EDITOR Irving B. Roberts

FDITORIAL RESEARCH DIRECTOR James Malone

> PRODUCTION MANAGER Paul C. Tedford CIRCULATION MANAGER June Mason

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EDITORIAL OFFICE 10 HIGH ST., BOSTON 10, MASS. PHONE—LIBERTY 2-4652

OFFICERS

President: Elmer J. Rumpf; Vice Presidents: C. E. Belding, F. G. Moynahan, W. A. Rosai; Secretary, L. C. Bedford.

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LEATHER and SHOES

Quality, of course— but consider these other EXTRAS when you buy abrasives

We've discovered in the abrasive purchasing of many shoe manufacturers that there are opportunities to:

Consolidate and simplify requirements Buy in more economical quantities

Carry less inventory

Get faster deliveries

These are the extras you get when you buy abrasives made by CARBORUNDUM and serviced by UNITED,

We suggest Carborundum's abrasives because the United representative who sells them knows the requirements of each abrasive operation can be of help with any abrasive problem.

Our close association with these products and the men who produce them has proved to us that the Carborundum Company stands for the best in abrasives. Because United maintains large stocks of ready-to-ship abrasives expressly earmarked for the shoe trades, you can draw immediately on a complete range of standard items.

United would like to tell you about "planned purchasing" ... how abrasive economies and efficiencies may be applied. Some of these may benefit you. Why not find out? Call your United branch office.



UNITED SHOE MACHINERY CORPORATION

BOSTON, MASSACHUSETTS

PASS THE BINOCULARS

Figures don't lie-they say shoe business is due for an upswing

THE shoe and leather industry continues to waste an enormous amount of energy on worry. While we appreciate that the industry suffers from chronic hypochondria, imagining itself with all sorts of ills, and willing to despair at the drop of a sale, we still believe it's worry-

ing without just cause.

The sluggish business over the past few months has been called everything from a brief recession to a full-fledged depression on its way. It has been blamed on everything from over-production to sun spots, from under-buying to a shortage of jute bags in India. This industry, being hypochondriac by tradition, seems to enjoy a periodic wallowing in pessimism. The moment it's afflicted with a mild ache or twitch it unhesitatingly diagnoses its affliction as leprosy or cancer.

Rigor Mortis Sets In

We still believe that one of the industry's sorriest shortcomings is its failure to understand and appreciate its own business. It accepts seasonal declines in its stride. But when these declines are prolonged and of greater than usual depth, worry, like rigor mortis, sets in and

the wake is on.

Frankly, we believe there's every reason to feel fairly optimistic about shoe business ahead, and about all business that depends upon shoe business. We feel that if the industry stops to study and analyze the figures, there's no reason for seeing 1951 pessimistically. Frankly, we're rabid believers in the theory, as applied to this industry, that feast follows famine, and vice versa. We say that it's something inevitable because consumers, come war or peace, boom or depression, absorb approximately three pairs per capita annually. Thus, "lost" sales in one quarter are unfailingly compensated by increased sales at a later quarter.

Let's see what happened to shoe production, 1949 as compared with 1950. With 100 representing the index for the average month, here's how the two years scored:

Land S Editorial

Reprints available at nominal costs: Up to 100, 10c each; 200-500, 5c each; 1000-3000, 2%c each; 5000 or over, 1%c each.

			% Difference 1950 from
	1949	1950	1949
Jan.	101	103*	+2.0
Feb.	103	107*	+3.9
Mar.	125	128*	+2.4
Apr.	105*	96	-8.6
May	97*	94	-3.1
June	101*	92	-8.9
July	92*	91	-1.1
Aug.	125*	123	-1.6
Sept.	109*	104	-4.6
Oct.	89	97*	+9.0
Nov.	73	81*	+9.5
Dec.	80	84*	+5.0

The asterisk (*) designates the month of higher production between the two years. Now, there are sev-

eral things to note:

(1) Shoe production in 1949 was 473 million pairs as against about 487 million (excluding military) for 1950. The increase for 1950 was wholly normal, in ratio to the increased population. In short, the three-pairs-per-capita consumption pattern held good in both years.

pattern held good in both years.

(2) Note that while the production index for 1950 was higher in the first and fourth quarters than for 1949, the latter year was higher in the second and third quarters. But the year-end averages, based on population, came out the same for both years. Here is graphic demonstration of the theory of feast-follow-famine, and vice versa.

(3) In June, 1950, the Korean war started. But note that there was no exceptional boom in shoe production—that the stability of this industry's output was undisturbed by a situation that sent other less stable industries booming.

(4) Note that there is little appreciable difference between monthly output in comparative years.

Now, there is something highly significant about this pattern of 1949-50 comparison if related to the monthly production of 1951. As in 1950 relative to 1949, the first three months' output in 1951 showed appreciable increase over the same period of 1950. Then the decline began and really became noticeable in the June, 1951, figures, and again in July.

But see what happened in 1950, April through September, when every month of production was less than that of the same month of 1949. In that period, too, shoe business was feeling sorry for itself, believing that the bottom had fallen out. It had forgotten that its first quarter of 1950 was appreciably above the

first quarter of 1949.

Then see what happened in the last quarter of 1950. A substantial increase in output over 1949's last quarter was realized.

Longer-Range View Needed

And how did the year 1950 turn out, despite the ups and downs? Total output was nearly four percent above 1949. Yet if anyone had predicted such a rise during 1950's gloom period (April through September) they'd have been called crazy or a dreamer.

There is hardly a year in shoe business that can't be so analyzed to show months when there is cause for tears and other periods where there is cause for rejoicing. What is needed in this business is not a pair of eyeglasses but a pair of binoculars with which the long-range view can be

een.

We are in for a spell of good shoe business very shortly. We'll be amazed if it doesn't happen—for it would mean a break in the pattern that has gone unbroken over the past 40 years. The cards are simply stacked for it—not a boom, but solidly good business in terms of sales and production. That's no crystal-ball prediction. We're doing simply what every shoe and leather man should do—reading the handwritten figures on the wall.



scoop for blitzing bacteria—DOWICIDE PRODUCTS

ou can protect your plant from added laboraterials and the other puisa. The control of the contr



CHEMICALS

INDISPENSABLE TO INDUSTRY

IMPROVED BOIL TEST FOR TANNING

This leather test can be simplified and made more reliable

By Bruce Fader

PROBABLY of all the tests used in checking leather in process, the boil test is most used. Temperature, pH, and salinity, of course, are more often checked, but as any leather chemist knows, there are times in a tannery when two and two seem to add up to be five. All the conditions may be perfect, and yet the leather is undertanned, flat, or somehow below standard. The boil test is one of the few real assays of the leather itself.

Still we all know how much the boil test leaves to be desired. From a mill of some hundreds of skins we take two or three samples. Of these, two may stand the boil test well and the other is curled and hard. Even that case is not so bad as when two samples do not shrink and the third shrinks to that point where you reach back into your experience and say, "Well, give it another quarter percent, let it run for half an hour, and I guess it'll be all right."

Scientific tests are more needed in regulating tanning today than ever before. The boil test, though it is sometimes inconclusive, is one of the few supplements to the tanner's experience that really works. It is time that we brought the boil test up-to-date and realized the fullest information which it is capable of giving.

ing.
What are the drawbacks of this test? One is the situation mentioned above. Three cuttings representing a mill of leather show widely divergent

results-what are we to believe about the mill? There is so much variation from skin to skin that a small sample often leaves us in a worse dilemma than we were before making the test. Running a boil test is very simple. Pieces are cut and marked to size, then placed in boiling water for some definite time. When they are taken from the boiling water, they are cooled and compared for condition and size. If they are hard and curled, there is no doubt that they are undertanned. If they are still supple, but have shrunken somewhat there is usually some doubt as to whether they are sufficiently tanned or not.

One way around the inconclusive results would be to take a larger number of pieces for a sample. Then if the one in three that shrank turns out to be one in ten that shrank, the indecisiveness is cleared up. On the other hand, checking each of ten pieces closely takes time. In checking ten pieces against the wooden pattern they were cut with, or against the tracings on paper, a good deal of time must be spent to get accurate results. Usually the inspection of the piece is too rushed to catch the differences in size below perhaps 10 percent of the original area.

In order to realize the value of a sample consisting of many pieces, then, a fast way of reading results to a close accuracy is needed. There is such a way.

The Test

Here is an improved version of the boil test. First, the mill is stopped and about 20 to 30 pieces are cut. They may be from about 3 to 5 inches square depending on the accuracy needed. By this proposed method the shrink of a piece marked with a 4-inch square will give an accuracy of plus or minus 1 percent or better. Smaller squares will not affect the accuracy too badly unless they are less than 2 inches on a side. Naturally, all the pieces should be taken from the same location on the skin. The butt is probably best, if whole skins are being run.

A square is marked on each piece

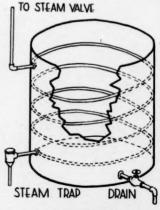


Fig. 1 The Boil Tank

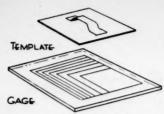


Fig. 2 The Template and Gage

with wet leather crayon. This is done in a minimum of time by using a template of wood or galvanized plate. All the marked pieces are then lowered on a frame or in a wire basket into a tank of boiling water. Some definite time should be assigned for each type of skin handled so that results are comparable from mill to mill. Ordinarily two minutes is a good boiling period for light skins. In no case should it be more than a matter of minutes before a significant shrinkage will take place. At the exact end of the timed period the pieces are lifted out and placed in cold water. The main point of cooling is convenience in handling.

The second part of the test consists in measuring the shrinkage. For this purpose a home-made plexiglas or lucite gage is used. One of the boiled pieces is placed on a flat surface and, if still supple, smoothed out lightly with the fingers. An effort should be made to maintain the same "lay" or "spread" of the piece as was made in the marking step. The best way of doing this is to just smooth out the wrinkles without stretching it.

Now the gage, a square of transparent plastic marked with the original size square and with larger and smaller squares representing various percentages of original size, is placed over the piece. It is pressed down firmly to exclude all air bubbles and force the leather out to a maximum size and then pressure is released. Then, by simply looking through the gage, a quick visual average may be made.

The whole measuring step takes only about 10 to fifteen seconds for an average accuracy of perhaps two percent. If great accuracy is desired, a more thorough inspection can usually come within a fraction of one percent of the area loss in shrinkage. Ordinarily, however, the piece-to-piece variation is so much greater than two percent that this finer accuracy becomes an academic pursuit.

Expansion or shrinkage of the in-

dividual pieces can be jotted down as they are measured. Later the list is rearranged to run from maximum shrink to minimum shrink or maximum expansion as the case may be. In most cases, the results of the test will be clear without rearranging the data or plotting it, but plots made in this way are also valuable. The entire time from the cutting of samples to the list of results is about 20 minutes to half an hour.

The Boil-Tank

A large bucket, 100 lb. drum, tub, or almost anything will serve as a boil tank. There is the question, though, of whether the live steam used for boiling the water in these tanks does not have a harsher action on the test pieces than the boiling water alone would have. Using open steam in a tank of this kind should be planned out by the chemist, rather than simply turned over as one more headache for the plant engineer or maintenance crew. If open steam is used it should be well dispersed or delivered against the side or bottom of the tank.

Another disadvantage of a simple open steam tank is the difficulty in draining it and changing the water. The boiling point elevation law is one of the few scientific laws that is closely followed in a tannery. As the water picks up salt and other dissolved material from the pieces being tested, it will boil at higher and higher temperatures. While this may be a minor factor in the test, since the boiling point would seldom get more than a few degrees from 212, it is just one more error and since it is easily taken care of it may well be eliminated.

In order to make the changing of the water easier, especially if this test is to be run in the laboratory, the bottom of the tank can be fitted with a valve and drainpipe. In the plant, of course, it is a simple matter to tip the tank to empty it. The drainpipe is intended for a permanent installation. Another good idea in the permanent installation is the use of heating coils rather than open steam. The tank is slower in heating, but if the steam is turned on while the

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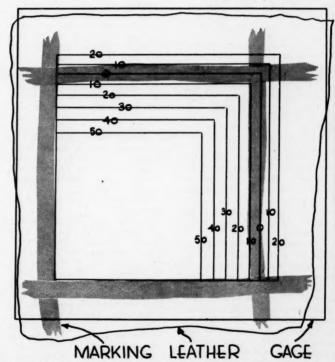


Fig. 3 Marked and boiled piece of leather with gage as they appear when making a measurement. Note how lower and left gage lines average the inside edges of crayon marks on the leather. Upper crayon mark averages 8%; right side mark averages 12%. Average shrinkage, then is 10%.

"QUALITY"—

THE UNSOLD FEATURE IN FOOTWEAR

A potent shoe merchandising weapon lies rusting and unused

QUALITY is the most undersold feature in shoe merchandising. It is the most abused, unused, and misunderstood factor in footwear. And yet, if used properly, it can be the most dynamic sales weapon in the entire arsenal of shoe merchandising.

When it comes to footwear, the American public has developed a cynical immunity, or at least a skeptical resistance, to the term "quality," whether it be in advertising or from the lips of a sales clerk. And why? Because the term "quality" has been irresponsibly associated with every type of footwear, from the best to the worst, the cheapest to the highest grade. Not in the sense of deliberate misrepresentation but misinterpretation or sheer carelessness.

For example, a cheap shoe may be a "good buy" for its price, but it is often sold as a "quality buy"—meaning a good buy for the price. Or an item is of "good quality" relative to the price. Such presentation confuses or makes skeptical the customer when the term "quality" is used.

The fault lies in the simple fact that "quality" is an abstract term. It is rarely translated into concrete, tangible meaning for the customer. And here lies the golden opportunity to convert "quality" into something concrete and thereby create a new sales weapon.

The shoe industry has long wept about the customer's failure to appreciate the value of shoes. The industry has drawn many comparisons to illustrate this. One of the typical items is a woman's hat. She will think little of spending \$10 for a hat, but hesitate to pay as much for a pair of shoes which involve the vital features of utility, fashion and comfort as compared with only a fashion feature in hats. But for all the comparisons drawn by the industry, and despite all its wailing on this point, the average individual still doesn't

appreciate the value received for price paid when it comes to shoes.

The problem: How do you make a customer appreciate value? How do you sell "quality" so that it conveys tangible meaning to the customer?

Here it is.

Quality should be demonstrated. When "quality" is demonstrated it takes on a tangible value. It suddenly becomes something seen. St. Augustine wrote: "Faith is belief in something unseen, until the unseen becomes seen." When the customer hears the term "quality" from the shoe clerk, or reads it in an ad, she accepts it—if she accepts it at all—with faith in an intangible, something unseen. But if this is followed up by demonstration of quality, her faith in the unseen now becomes

What does this mean to the customer? If "quality" now becomes a visible, concrete item, then value can be appreciated. When value is appreciated, there is less price resistance. Most important, the aim of the shoe industry is achieved: to make the consumer see footwear in a more favorable light relative to values received in other items of the same price.

Let's take some actual examples. A customer tries on a pair of shoes. She has a tangible idea of fit, of price, of style contained in the shoe. But "quality" sits in a corner like an unwanted urchin. The clerk may make mention of it in a casual manner; and even if he stresses it he is still talking in generalities, in abstractions. After all, everybody is talking quality to the consumer—regardless of the item, its price, its true value.

She begs to know: What do you mean by quality?

If one shoe costs more money than another—or shoes cost more than some competitive item—why? Bet-

ter materials? What, exactly, do you mean? Better workmanship and construction? What, exactly, do you mean?

Show me, mister, show me.

So you break that shoe apart. Yes, actualy break it apart so that every component part becomes visible.

And each principal component of that shoe is "sold" separately—in a brief, explanatory sales spiel—so that the customer has not only seen each of these parts but has had the quality values of each component explained to her. She is now able to understand and visualize what "quality" means. She is now able to appreciate the value she's receiving for her money.

Now, the clerk takes the "demonstration sample" shoe—a shoe supplied by the manufacturer, and cut and dissected in such a way as to reveal its innards so as to make all the main components visible.

Take the lining. There are cheap linings and good quality linings. What are the specific differences? What do these differences mean to the consumer—to wear, price, comfort, etc.? The clerk should know the answers, and if he doesn't then the manufacturer should see that he does. The customer perhaps never considered the lining as a feature important to the shoe, to its wear or comfort or price. And perhaps neither did the clerk. Certainly he never sold it as a part of the value received in the shoe—as a portion of the explanation as to the meaning of "quality."

As a recent nationwide survey among mothers revealed, (See "How Mothers Buy Children's Shoes," L&S, Oct. 21, 1950) one of the chief complaints about children's footwear is the breaking of thread, which in turn might cause the sole or upper

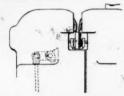
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NEW DEVELOPMENTS

What industrial science is doing to improve the job

EDGE-BLACKING MACHINE

This machine applies edge stain to the soles of shoes made in prefabricated fashion. It is a suitable substitute for spraying stacks of pretrimmed outsoles.



The machine has an inking roll fitted with a scraper to keep off the surplus ink or stain in process of application. This roll is centered just below the two feed rolls poised directly above. The two latter rolls form a kind of V, for aiding in giving an entrance bite to the sole as it enters into the machine. There is enough "give" to this feed arrangement to accommodate any thickness of outsole. The sole is held in vertical position as it is entered, heel end first, into the machine.

The main feature is a set of guides that aid the operator to enter the sole so as to make the machine semiautomatic. With these fingers the machine almost operates itself so far as guidance technique goes.

Source: United Shoe Machinery Corp., Boston; Pat. No. 2,530,585.

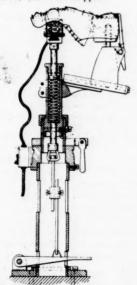
BACK-OF-TOE LASTING

This unique device tackles a single problem: proper lasting of the upper in the hollow portion just behind the toe. At present, the side-lasting operator must pull the upstanding upper down to the last in the hollow, back of the toe, by applying undue tension to the pincers of side-lasting machine. This may pull the upper so taut as to tear the lining.

In this new machine, used after the pulling-over operation, the operator presses on a foot-treadle and the shoe is quickly set on the last-pin. The shoe is moved against the toe pressing pad, which is electrically heated,

the heat being controlled. The backof-the-toe portion of the shoe is sandwiched between the jack below and the heated pad above. The heat shrinks the upper leather at this point so that it shapes properly. It also eliminates the tendency of the shoe to spring away from the last at this point.

The machine is best installed next to the side-lasting machine, to substitute for the ordinary last-supporting pin used, where the operation is now done with hand-lasting pincers. The inventor claims: (1) higher toe lasts would be made practical; (2) "crowners" would be virtually eliminated; (3) shoes would hold shape longer; (4) greater uniformity of finished shoes; (5) less treeing required; (6) fewer cripples.

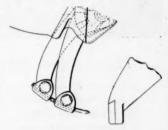


The machine has been successfully tested in shoe factories making men's high grade footwear. The machine is available.

Source: E. I. LaChapelle, 278 Court St., Brockton, Mass,; Pat. No. 2,195,090.

Curved Needle Littleway Machine

This new machine has several improvements over the curved needle Littleway type of lockstitch sewing machine. This means that with the



curved needle and awl, in paralleled and not opposing relationship, narrower shanks can be sewn with ease. It also means that the stitch can be placed closer to the edges of both the insole and outsole. The latter feature increases flexibility and foot

This particular patent deals with several improvements on the foreging machine. One of these improvements makes for a more versatile adjustment of the stitch lengths, now varying to taste from three to eight stitches to the inch.

It also has a mechanism that automatically regulates the positioning of the awl. Formerly, with every adjustment of the stitch length it was necessary to readjust the awl in order that the awl hole would be in alignment with the needle. Now this is done automatically. A good illustration of this improvement may be observed in the standard ORL where, when the stitch length is changed, the awl hole still remains in alignment with the penetration of the needle.

Source: United Shoe Machinery Corp., Boston; Pat. No. 2,525,858.

(Concluded on Page 35)

Eliminate Vibration--Cut Abrasive Costs..

NEW USAC HEEL SCOURING MACHINES!

Plus 5 Other Advantages:

- Increased Production Potential Up to 25%
- Upper Damage Prevented
- Reduced Operator Effort
- Improved Dust Collection
- Better Quality Work

Model AA users get up to 30% more life from scouring abrasives... no vibration to show up as chatter marks on the work... damage to uppers can be prevented by new yielding counter guard. These are major advantages of the new USMC HEEL SCOURING MACHINE — MODEL AA which will improve production and cut your costs. Furthermore, the machine's operation can be more exactly suited to the conditions of the work because each urbeel can be operated independently and at different speeds.

The Model A, a single wheel machine, serves the trend among many manufacturers who feel scouring quality is improved by putting first and second

> scourings on a separate station basis. In construction features, quality of work performed and opportunity for savings, this machine offers the advantages of the Model AA.

USFC Heel Scouring Machine Model A



Both Machines have ball bearings throughout, providing long lasting, super smooth operation. Wheels stay true and this smoothness is reflected in the work.

Wheel speed variations permit maximum effectiveness for the grit and work in use — another assurance of longer abrasive life and better quality.

Operator fatigue is reduced because the shoe can be held to the wheel without pressure. Operators like these machines because of the ease of operation, the increased production and particularly, the improved dust removal.



UNITED SHOE MACHINERY CORPORATION
BOSTON, MASSACHUSETTS



Leather markets showing tendency to return to normal seasonal ups and downs. Business has been so bad over summer that tanners may have missed implications of recent market events. Signs that clouds may be lifting now seen in marked increase during past three to four weeks in bookings for various types of leather.

Tanners' Council quick to notice change. Pointing out that leather bookings are important index of seasonal trends, Council says increased bookings are in keeping with seasonal movements prevalent in 1949 and earlier. Point is too many tanners are basing judgment on what happened in July and Aug. last year—a period of distorted buying under pressure of Korean war. Now that war has subsided—even temporarily—buyers are returning to more normal practices, despite uncertain outlook.

Significant factor in current bookings on leather markets is that buyers are stressing prompt delivery rather than ordering ahead. Shoe manufacturers have kept leather stocks to such low levels in recent months that they must replenish stocks immediately to meet seasonal operating needs, much less any sudden spurt in orders.

Should retailers re-enter market actively in next month or so, most manufacturers will not be able to fill orders. Leather buying is still only for need and buyers still extremely cautious about committing themselves ahead. As long as lack of confidence in consumer buying rules shoe retailers, manufacturers must play along, take their chances on leather supply later.

Council also points out that shoe production, which ordinarily expands in latter part of July and Aug. due to fall demand, is still "delayed." Although analysis of retail volume for year shows "no significant departure" from usual pattern of consumer demand, production has lagged sharply in past three months. Total footwear consumption in 1951 should be "practically identical" with 1950 since consumers' "closet stocks" have shown no appreciable increase. As Council says, lags in usual seasonal trend are generally compensated for by later spurts.

Capehart and Herlong amendments to Defense Production Act giving Office of Price Stabilization plenty of headaches. Former provides ceilings on materials and services must reflect increases or decreases in costs, including overhead, up to July 26. Latter guarantees usual percentage margins to both wholesalers and retailers.

Biggest headache at moment is how to handle individual applications by manufacturers seeking new ceilings under Capehart amendment. Price Stabilizer DiSalle wants amendment to apply automatically throughout industry rather than requiring individual applications. This is big reason OPS postponed effective date of CPR 41 and five other basic manufacturers' orders scheduled to take effect Aug. 13-15. Agency had to postpone orders until it can figure what to do with Capehart amendment.

Immediate effect of postponement is to erase prospective price rollbacks provided for in manufacturers' orders. Shoe manufacturers who had increases coming under order began pricing under order before deadline date. Those facing rollbacks naturally postponed action till last moment, were reprieved in first postponement, now will take advantage of Capehart amendment to avoid rollbacks entirely.

Army's experimentation with nylon uppers for combat boots part of hitherto unrealized change in plans for transport of troops back and forth from front. Rather than depend upon trucks and ships for moving of troops, plan is to have Air Force fly both men and goods in long and short hops across face of world. Thus armed forces are examining every item used by military with idea of obtaining lightest product possible, enable planes to carry more men and goods. New tropical combat boots will each save three-quarters of a pound while new mess kits are one pound lighter.

Business loans to tanners and shoe manufacturers made by member banks of Federal Reserve Board increased each month in four month period of April through July. Increases were contrary to general loan trends which declined \$256 million in same period. As a whole, non-defense loans rose in April and June and fell off in May and July.

Wholesalers' shoe sales showed 4% gain in June over May, and 24% gain over June 1950. Sales for 1st 6 months of 1951 ran 29% ahead of same period of 1950. Inventories at end of June were 6% higher than for May, and up 29% from June 1950. Wholesalers' leather and shoe findings sales in June were 5% below May, but 2% below June 1950. Unit sales, however, were probably substantially below. The Census Bureau figures based on data from 39 wholesalers doing total annual business of \$25,000,000.

NO ROLLBACKS FOR SHOE INDUSTRY

OPS POSTPONES SHOE PRICING ORDER

Capehart Amendment Forces Action On CPR 41

Shoe manufacturers facing price rollbacks under Ceiling Price Regulation 41, scheduled to take effect Monday, Aug. 13, received at least a temporary reprieve late last week when the Office of Price Administration postponed "indefinitely" order's effective date.

CPR 41 was one of six basic manufacturers' pricing orders due to go into effect on Aug. 13 and Aug. 15. The orders provided for price ceilings based on pre-Korean prices plus limited cost increases. Other products covered by the orders were machinery, cotton textiles, apparel, and

wool yarns and fabrics.
OPS officials said the postponement was necessary to preserve the status quo until the agency can issue regulations to carry out the Capehart amendment to the Defense Production Act.

The amendment provides adjustment of ceilings to reflect cost charges, including overhead, up to July 26. OPS orders did not provide for overhead costs and used the earlier cutoff dates of Dec. 31 for material cost increase and March 15 for labor cost increases.

Effect of the postponement was to virtually wipe out all scheduled rollbacks for shoe and other manufacturers. CPR 41 would have forced all shoe manufacturers who raised post-Korean prices more than their costs increased to cutback their

Unaffected were the many shoe manufacturers who had already begun pricing under the new order since it provided them with higher ceilings. These had not raised prices to reflect costs before OPS froze all prices in Jan. of this year. These manufacturers must continue to price under CPR 41.

Although the action puts off the compulsory effective date of CPR 41. shoe manufacturers may use them if they wish. However, the manufac-turer must also put into effect all rollbacks as well as increases provided for by the order.

Harold Leventhal, chief counsel for OPS, said that orders providing for price adjustments under the Capehart amendment would be issued as soon as possible. The amendment requires individual manufacturers to turn in applications for individual relief.

Spokesmen for the agency said the Price Stabilizer, Michael V. DiSalle, was considering asking Congress to reword the Capehart amendment to permit industry-wide application.

OPS postponed the six basic orders so manufacturers would not be forced to compute their ceilings twice - once under the order and again under the Capehart amendment. The action extended compulsory filing and reporting provisions as well as compulsory pricing provi-

The majority of the nation's shoe manufacturers were not particularly concerned by the postponement of CPR 41 since very few faced rollbacks. Most manufacturers have not increased prices to the level of costs and would not consider price increases in these times of difficult sales. Some have even voluntarily reduced prices in the past two months

Although shoe manufacturers would have been compelled to price under CPR 41, few would have found it necessary to rollback their post-Korean prices and still fewer, if any, would increase prices at the present time.

The Capehart amendment virtually assures all manufacturers that further rollbacks will be eliminated for

some time to come.

G. Burke Heads Stitchdown Manufacturers

Gerard A. Burke of Ramsey Shoe Corp. was elected president of the Stitchdown Shoe Manufacturers Association at a meeting of the group held last week in New York City. The group comprises major stitchdown shoe manufacturers in the area.

I. Hoffenberg of A. Werman & Sons, Inc., was elected chairman for the coming year. Other officers in-clude Leon D. Fischel of Comfort Sandal Mfg. Co., 1st vice president; Samuel G. Dones, Prudential Shoe Mfg. Co., 2nd vice president; Richard N. Tarlow of Berco Shoe, Inc., vice president in charge of public

Abraham Weinman of Five Star Shoe Co. was named secretary: Leo Abbey of Accurate Shoe Corp. is treasurer; and Al Raskin of Astor Shoe Mfg. Co., is assistant treasurer. Seligman & Seligman were renamed

as association attorneys.

KEITH TO CLOSE WOMEN'S SHOE PLANT

Men's Lines Continued At Middleboro

News of the shutdown of another large shoe plant took workers in Brockton, Mass., unawares late last week when Geo. E. Keith Co. announced it will close its women's shoe factory there when the present run is finished.

A total of 470 production workers were told by Harold C. Keith, president, that the 77-year-old firm has cut its last pair of women's shoes in

Brockton.

In his official statement, Keith said that the No. 11 factory has operated at a substantial loss for several years and that the firm could not continue to operate it under present industry conditions.

The action does not mean that Keith will discontinue its women's Walk-Over lines since the firm has already contracted with manufac-turers to have these lines made on regular Walk-Over lasts and patterns.

Keith added that the company will continue to make men's Walk-Over and Highlander shoes at its Middleboro, Mass., plant. The action does not affect the company's 65 retail stores in the U. S.

Keith also announced that arrangements are being completed to have a high grade manufacturer make women's "balance-in-motion foot-wear" made until now by D. Armstrong Co. The latter, a subsidiary of Keith, recently moved its production from Rochester, N. Y., to Brockton. Armstrong's sales and administrative offices remain in Rochester.

Keith workers, many of whom have been with the firm for years, were notified they will receive a week's separation pay. Industry sources said prospects of immediate re-employment for idled workers were not good as most Brockton plants are operating on curtailed schedules.

Keith said competition in women's shoes is "very severe" and factories in other parts of the country enjoying lower costs "have been able to undersell us, so our business has dropped in consequence."

The company was founded by George E. Keith and his brother, Myron L., in 1874. At one time it had nine factories in operation and employed 5400 workers with a weekly payroll of \$75,000.

LEATHER MARKETS SEEN FIRMING BY FALL

Trade Expects Shoe Sales Equal To '50

The nation's raw material and leather markets should take on a firmer tone this fall if shoe production shows a "close to normal bulge, according to the second Quarterly Survey released this year by the National Shoe Manufacturers Associa-

Reviewing economic and various political factors that have ruled the hide and skin, leather and shoe industry to date, the association stated that shoe consumption for the year as a whole cannot "vary too much from last year's volume." It cited the high level of employment and

the high level of employment and payrols as basis for this forecast. In 1950, the industry produced some 487.8 million pairs of civilian shoes (exclusive of approximately three million pairs of military shoes). If shoe output this year is to come reasonably close to last year's volume, output during the last five months of the year will have to equal or exceed civilian output in the same months of 1950, the survey adds.

"Considering the relatively low level of current production, this can only mean something approaching a normal seasonal bulge in output.

Decline in cattle slaughter to date — 8.8 percent below the first six months of 1950—as well as slaughter of calves and sheep (16.5 percent and 17.8 percent respectively) is "traceable directly or indirectly to government controls," the report states.

"Slaughter limitations have probably had some effect on the volume of inspected slaughter but by far the most important factor was the rollback in livestock prices. This, for a period at least, resulted in a drying up of shipments to market and a sharply reduced inspected slaughter. Subsequently, the movement of cattle began to pick up again but inspected slaughter did not show any parallel increase.

"It is probable that the type of price control under which packers buy, an average price type of ceiling, has kept packers buying at a minimum. Uninspected slaughter may, therefore, not have the same degree of curtailment."

The survey points out that reduced calf slaughter may be the result of continued herd building operations while the reduced sheep slaughter is directly related to small sheep numbers and some possible withholding for flock rebuilding.

Outstanding feature of the market in recent weeks has been the weakness in calfskin prices where ceiling prices have been undercut by as much as 40 percent. Relatively heavy imports plus poor demand has been responsible for this weakening despite the curtailment in domestic slaughter. Goatskin prices have also moved down, with Amritsars selling recently at \$12 a dozen compared with \$15 back in March.

In contrast to the dwindling domestic supply of rawstock! there has been a heavy movement of imported hides and skins to the U.S. Cattlehide imports for the first five months 1951 totaled 1.397,000 compared with 984,000 hides in the same period last vear.

SULPHURIC ACID SHORTAGE THREATENS

Curtailment of sulfuric acid shipments to tanners by order of the National Production Authority would lead to a serious reduction in output of leather by U. S. tanners, the Tanners' Council warned NPA this week.

Because of the shortage existing in current acid supplies, NPA last week advised tanners that their quotas of sulfuric acid will be cut

by 30 percent.

"It may not have been realized in Government circles that sulfuric acid is a critical industrial item in the production of leather as well as many other types of industrial processes," the Council said. "Without adequate and continuous supplies of acid, activity in tanning plants would suffer an immediate setback. In view of the limitations of inventories, the consequences of enforced reduction in current leather output could be far-reaching.

The Council urged NPA officials take "promptest possible steps" to assure movement of minimum acid supplies to tanning plants. "Such action is needed promptly to avoid a drastic re-scheduling of operations in hide and skin processing," it

pointed out.

Present standards of shoe output and fulfillment of current military shoe programs require that all available hides and skins be processed, the Council said. "A reduction in output due to scarcity of a critical chemical, in itself a minor item in leather costs, would be akin to the loss of the shoe for want of a nail, etc., leading to much wider . . . repercussions.

JOHN H. PATTERSON DIES AT AGE 46

Was Noted Shoe Industry **Economist**

John H. Patterson, economist of the National Shoe Manufacturers Association, died August 15 from a heart condition after being con-fined to the New York Hospital for two months. His age was 46. He is survived by his widow, the former Anne Hubbel Seymour, and a son,

A graduate of Cornell University, he held degrees of B.A., M.A. and Ph.D. He taught economics at Cornell from 1926 to 1929. He taught also at New York U., the U. of California, and served as Dean of Men at Middlebury College, Middlebury, Vt. He was co-author with Paul M. O'Leary of a book, "An Introduction



to Money, Banking and Corporation." From 1941 to 1942, Patterson was in charge of the Hide, Leather and Shoe Branch of OPA. In October.

1942, he joined the Defense Supply

Corps of RFC.
In December, 1943, he joined WPB as assistant director of the leather and shoe division, and nearly a year later was appointed director.

On October 1, 1945, Patterson joined the staff of the National Shoe Manufacturers Association as economist. Since then his same approach and sound analysis of economic conditions have been of inestimable aid to the industry.

During the early part of 1951, he acted as consultant to OPA in the preparation of the OPS hide and

leather order.

PREDICT NEW RECORDS FOR NATIONAL SHOE FAIR

Enthusiastic demand by shoe manufacturers, wholesalers and allied firms for display space at the National Shoe Fair has led the Joint Committee of the Fair to predict that the number of participating firms will at least equal and probably exceed last year's all-time record high. The nation-wide showing of shoe

The nation-wide showing of shoe styles for Spring and Summer 1952 will be held Oct. 29-Nov. 1 at the Palmer House, The Stevens, Morrison and Congress Hotels in Chicago. Co-sponsors are the National Shoe Manufacturers Association and the National Shoe Retailers Association.

Shoe manufacturers and wholesalers will occupy some 1010 display rooms at the four hotels while an additional 84 booths will be reserved by the allied trades. To date, over 585 firms have sent in room reservations.

Close to 8000 shoe buyers are expected to attend the annual event, generally regarded as the premiere showing of Spring-Summer footwear fashions by manufacturers producing 93 percent of the nation's shoe output.

Feature of the Fair will be the retailer educational program geared to assist retailers with sales promotion and store management problems. The "Management Clinic for Improved Retailing" and "How to Increase Your Profits" Clinic will again be staffed by members of the faculty of Northwestern University's School of Commerce. James R. Hawkinson, Professor of Marketing, assisted by Professors Ira D. Anderson and Richard M. Clewett will head the Clinic.

Featured also will be the Store Modernization Clinic aimed at helping retailers plan the revamping of store interiors and exteriors. Carl W. Peterson, outstanding U. S. store designer, will advise shoe retailers on available materials in planning store rehabilitation programs.

In addition, the Newspaper Advertising Contest featuring men's, women's and children's shoes and conducted in consultation with the Bureau of Advertising of the American Newspaper Publishers Association, Inc., will attract entries from large and small stores. Study of these ads will furnish retailers with ideas for copy, layout and effective use of space.

Shoe Fair offices are located in Room 953W, Palmer House. The National Shoe Retailers Association will conduct official registration at each of the exhibiting hotels. Display rooms are still available at The Stevens, Morrison and Congress Hotels.

The annual Shoe Fair Luncheon will be held Monday, Oct. 29, in the Grand Ballroom of the Palmer House at 12:30 p.m. Announcement of speakers will be made shortly.

New England Trade To Meet In Canada

New England tanners, hide dealers and brokers are planning to attend the large area meeting sponsored by the National Hide Association on Sept. 17 at the Mount Royal Hotel, Montreal, Quebec, John K. Minnoch, executive secretary of the association, reports.

Invitations have already been sent to some 200 tanners, hide and skin dealers and brokers and shoe manufacturers in Canada by William Bushenbaum, Canadian national chairman of the NHA. The area meeting embraces New England, Quebec and Ontario.

Joseph Isaacson of Isaacson-Greenbaum, Boston, is New England regional chairman and Homer McKenzie of Toronto is Ontario regional chairman.

Speakers at the one-day meeting will include J. K. Muir, chief of the

credit department of the Dominion Bank of Canada, and J. Stuart Richardson, noted Canadian after-dinner speaker. B. O. Kibler, president of the National Hide Association, will be principal industry speaker. Luncheon and dinner followed by entertainment is also on the program.

Patterson Memorial Rites For NSMA Meeting

The Membership Meeting of the National Shoe Manufacturers Association, scheduled to be held at a breakfast period on August 21, at the Waldorf-Astoria, New York, will instead be a memorial service in honor of John H. Patterson, NSMA economist, who died August 15. The breakfast will be from 3:30 to 9:30 a.m., followed by a half-hour memorial service conducted by a minister. The scheduled speakers for the Membership Meeting will be present, but no talks will be given.

New York "210" Meets For First Time

Close to 100 members and guests were present last week at opening luncheon meeting of the New York Area of The 210 Associates held in the Ballroom Roof of the Hotel McAlpin. The luncheon featured the inauguration of Benjamin Schwartz of Schwartz & Benjamin, Inc., as Regional Chairman of the "210."

Speakers at the inaugural meeting included W. W. Stephenson, executive vice president of the National Shoe Manufacturers Association, who gave an analysis of the shoe industry's current economic position. Stephenson also urged general support of "210" in the New York area.

Saul L. Katz, president of the organization, explained that regional chairmen were being appointed in major U. S. shoe centers to give formal recognition to the group's national character. Frederick Bloom, executive secretary, spoke of the association's benefits and stressed the need for increasing membership to meet constant relief appropriations.

Heads District Sales



C. David Reich, who has been appointed sales manager for the newly created Northeastern District of Belding Corticelli's Industrial Thread Division. A graduate of Princeton University and Harvard Business School, Reich has had wide experience in the fabrics and thread field. The Northeastern District, which consists of eastern New York State, including Metropolitan New York and New England, was formerly part of the company's eastern District.

SHOE CHAIN SALES FIGURES REFLECT DECLINE IN PAIRAGE

Dollar sales of leading shoe chains during July were 2.2 percent greater than in the same month a year ago, according to reports of the six leading chains. Individual increases ranged all the way from 0.3 percent for G. R. Kinney Co., Inc., to a high of 19.1 percent reported by Miles Shoes Inc.

Sales for the first seven months of 1951 were up a total of 7.8 percent over the comparable period last year.

Commenting upon latest chain sales figures, Maxwell Field, executive vice president of the New England Shoe and Leather Association, declared that pairage decline in the seven months' period has been substantial, "Particularly in sales of men's shoes, because retail shoe prices are 10 to 15 percent higher in this period."

"It should also be noted," Field added, "that comparisons of current sales with those of the post-Korean period a year ago are unfavorable in all lines, both soft and hard goods, because of the heavy sales increases made in the last half of 1950 due to

the public's buying spree in stocking up on all items which might be in short supply in a war period."

"Continued declines in civilian shoe production since March, therefore, reflect retail shoe sales volume which was actually lower in pairage than sales for the first seven months of 1950, as well as excess inventories of shoe stocks. Reports of successful clearance sales throughout the country during the past two months, it is hoped, will have brought retail inventories nearer to normal levels.

"However, as long as shoe buyers psychologically remain determined to keep forward buying to a minimum, filling in styles and sizes only, shoe manufacturers and tanners cannot expect a complete reversal in trend, and the placing of substantial orders for future deliveries," Field concluded.

Department of Commerce figures on retail shoe sales by both chains and independent retailers for June showed a dollar sales increase of 11.9 percent over June 1950. Dollar sales for the first six months 1951 were up 10.2 percent over last year.

Following are comparative chain sales figures:

SHOE CHAIN SALES ANALYZED

		f Stores July 1950	July	JanJuly 1951	Per Cent July 1951-50	Changes JanJuly 1951-50
						1271-70
Edison Bros. Stores	222*	220*	\$5,199,045	\$42,854,771	+ 1.5	+ 5.0
Melville Shoe Corp	562	562	4,328,002	38,694,550	-13.2	+ 0.1
Shoe Corp. of America	456	433	3,918,592	28,178,735	+16.9	+17.8
A. S. Beck Shoe Corp.	144	144	2,688,733	26,014,022	+ 5.7	+ 6.7
G. R. Kinney Co., Inc.	312	305	2,438,000	20,399,000	+ 0.3	+14.8
Miles Shoes Inc	136	130	1,842,011	14,198,020	+19.1	+13.6
*As of previous June	1,832	1,794	\$20,414,383	\$170,339,098	+ 2.2	+ 7.8

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When the market cries for more consumer goods, production know-how is partly the answer.

The other part is money — the kind of strong financial backing that Crompton Factoring can provide for any business with

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Our seasoned service solves your increased working capital problems. You get ready cash for receivables. You get a change in the complexion of quick assets — that helps credit, orderly operation and earnings.

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MILITARY **BIDS AND AWARDS**

U. S. Rubber Low On Navy **Overshoes**

United States Rubber Co., New York, was low bidder on Navy Invitation No. 9297 covering 21,300 pairs of enlisted men's rubber overshoes, offering to supply the entire quantity at \$1.45 per pair, 20 days acceptance, net.

Two other bidders were Bristol Manufacturing Co., Bristol, R. I., all at \$1.53 per pair, 60 days acceptance, net, and The Servus Rubber Co., Rock Island, Ill., all at \$1.475, 20 days acceptance, net.

Craddock-Terry Low On

Navy Bidding Craddock Terry Shoe Corp., Lynchburg, Va., was low bidder at the openings of Navy Invitations Nos. 9258 and 9216, calling for 3,340 pr. shoes, dress white pump women's and 4,786 pr. shoes, dress black pump women's, respectively. The company offered to supply total quantities on both invitations-9258 at \$5.20 per pair; and 9216 at \$4.88 per pair. There were five bidders on each invitation.

Sherman Footwear, Marlboro, Mass.; all \$8.25; \$8.05; 30 days acceptance, net.

Lumbard Watson, Auburn, Me.; all \$5.53; \$5.39; ten days acceptance, 1/10 of 1% in ten days.

W. B. Coon Co., Rochester, N. Y.; all \$7.64; \$7.59; ten days acceptance,

Craddock-Terry Shoe Corp., Lynchburg, Va.; all \$5.20; \$4.88; ten days acceptance; 1/10 of 1% in 30 days.

Selby Shoe Co., Portsmouth, O.; all \$6.46; \$6.29; 30 days acceptance,

Craddock-Terry Bids Low On Navy Shoes

Craddock-Terry Shoe Corp., Lynchburg, Va., was the low bidder last week at opening of Navy Invitation No. 9263 covering 5,632 pairs of women's black oxfords. The company offered to supply the entire pairage at \$4.59 per pair, 10 days acceptance, 1/10 of 1% in 20 days.

Next lowest bid came from Savov Shoe Co., Elizabethtown, N. J., which bid \$4.98 per pair. Holmes Stickney, Inc., Portland, Me., bid at \$5.18 per pair with other bids in-creasingly higher. There were 13 bidders in all.

Endicott-Johnson Low On Gym Shoes

Endicott-Johnson Corp., Endicott, N. Y., was low bidder last week at opening of Navy Invitation No. 9295 covering 30,002 pairs of men's gym shoes. There were seven bidders in

Following are bids opened: (Item ia, 15,814 pairs; Item b, 13,188 pairs):

United States Rubber Co., New York City; a) \$1.99; b) \$2.09; 20 days acceptance, net.

Endicott-Johnson, Endicott, N. Y.; all \$1.76; 20 days acceptance, net.

Bristol Manufacturing Corp., Bristol, R. I.; a) \$1.92; b) \$2.01; 60 days acceptance, net.

Converse Rubber Corp., Malden, Mass.; a) 15,000 pr. \$2.20; or b) 15,000 pr. \$2.40; 60 days acceptance, 1/10 of 1% in 20 days.

Hood Rubber Co., Watertown, Mass.; all \$2.29; 20 days acceptance,

Brooks Shoe Manufacturing Co., Philadelphia, Pa.; a) \$2.40; b) \$2.50; 30 days acceptance, net.

Randolph Manufacturing Co., Randolph, Mass.; a) \$1.89; b) \$1.99; 60 days acceptance, 2% in 20 days.

Another EXCLUSIVE **BOSMACO DESIGN**

After many years of experimentation and trial, the basic design of the BOSMACO RATCHET PRESSER ROLL has made it acceptable to the trade as a most positive and longer-lasting, exceptionally freerolling mechanism. This one basic design is utilized on the various widths and diameters of rolls, for the 29 different BOSMACO RATCHET PRESSER ROLL

kinds used on the various machines in the shoe trade.

To change the ratchet pawl and/or spring, the operation is so simplified that only one nut need be removed and any replacement can be made without disturbing the ball assembly itself.

The Bosmaco Exclusive Design saves much time and trouble for both the machinist and sewing machine operator. Even the arm itself has been designed to allow the machinist or the operator to take advantage of the variations which are found in the sewing machine brackets, and, as is often the case, the machinist or operator who prefers to have his ratchet roll closer to the work can very easily adjust this exclusive Bosmaco Ratchet Presser Roll.

BRANCH OFFICES:

son City, N. Y.

Chicago, III. Milwaukoo, Wis. Kitchener, Ont. L. St. Louis, Mo.

Toms River, N. J. Los Angeles, Cal

Ballston Spa Tannery May Close Temperarily

Several hundred leather workers at the Ballston Spa, N. Y., tannery of American Hide and Leather Co. are being laid off until large volume orders pick up in the fall.

Plant Superintendent Lawrence A. Nusser said this week that big orders from shoe manufacturers are expected following the annual Leather Show in New York. The local tannery is well-stocked in hides and will resume production as soon as big orders are received, he said.

Several departments have already closed down and other departments had been working on alternate week shifts. The finishing department, staffed by about 60 men, is still working on the final stages of current orders. It is likely to close when current orders are completed.

The tannery turns out quality upper leather for use in women's, men's and children's shoes. Close to 300 workers are expected to be affected by the shundown.

Workers of the local tannery voted 194 to 30 recently in favor of a union shop. The union involved is the International Fur and Leather Workers Union. The union shop issue will be negotiated between the union and management when the present contract expires, if requested by the union.

Joseph Greenbaum Opens Hide Brokerage

Joseph B. Greenbaum, well known in the New England hide and leather trade, has announced he will open his own hide brokerage business on Sept. 1, in Boston. The new firm, to be known as Jos. B. Greenbaum & Co., will be located at Room 308, 183 Essex St. Russell A. Grant and Esther P. Stover will be associated with Greenbaum in the business.

COMPARATIVE LEATHER PRODUCTION FIGURES

		CATTLEHIDE	LEATH	ERS	(In 1,00	0 hides)		
	Tot	de e		Belting, Mechani-	Sad-	Bag Case,	Uphol-	All
	Hid	es Sole	Upper	cal	dlery	Strap	stery	Others*
1939	220	7833	12124	531	477	387	510	233
1940	210	0 7032	11582	673	524	382	601	272
1941	2812	9080	15600	1064	650	581	699	448
1942	3082	8 10432	15598	1213	637	936	386	1625
1943	2565	6 8290	13073	1292	632	800	231	1338
	2615	2 8420	13002	1439	613	629	232	1818
	2750	6 8525	14567	1324	556	572	272	1750
	2690	5 8510	14057	1158	510	827	378	1465
	2882	4 8924	15529	1134	440	813	529	1455
1948	2607	0 8016	14213	1004	270	760	594	1213
1949	2333	2 6384	13753	759	227	674	461	1074
	243	6127	15377	789	218	813	689	1312
1951. Ja			1433	93	19	77	70	62
	b 220	4 527	1359	90	20	80	59	69
	r 222		1395	103	15	71	59	69
	r 191		1135	914	v 18	65	64	76
	y 195		1185	97	21	64	57	77
	e 188		1150	87	18	50	56	72

*Data from 1942 forward not directly comparable with previous data.

CAL	F, KIP,	GOAT,	KID, SHE	EP AND L	AMB LEAT		(In 1,00	0 hides)
				Total	Glove,	eathers.		
		Calf.	Goat,	Sheep,	Gar-		Shear-	All
		Kip	Kid	Lamb	ment	Shoe	lings	Other
1939 .		14027	40419	38914	18420	11604	2563	6327
940		11387	37697	37920	17725	9966	3322	6907
941		13098	45373	51915	22542	14166	5779	9428
		12264	41127	53629	19459	14983	9596	9591
943	**********	11112	37351	59315	20415	15474	11210	12216
		10930	34653	53976	20370	15040	6690	11876
		11636	24026	52450	17294	17153	6508	11495
	*********	10836	24123	47999	15781	13349	9923	8918
		12471	37188	36535	11265	12498	5409	7363
	M	10480	37970	33492	10419	11392	4993	6688
		10173	34774	28644	8411	9998	4498	5737
950	**********	10661	37159	31501	9750	10708	5322	6091
951, J		867	3502	2831	826	942	345	718
	b	922	3201	2705	793	963	310	639
	ar	904	3435	2492	675	921	280	616
	pril	805	3084	1968	499	753	240	476
	ne	574	2614	1478	451	475	192	360

FOREIGN NEWS

Train Shoe Workers

Ponce Vocational School in Puerto Rico has opened training courses for shoe workers needed by several new shoe firms in the islands. Using machinery loaned by Joyce, Inc., and Industrial Development Co. from their Puerto Rican plants, the school has set up a shoe shop where it is turning out young shoe workers for future Ponce factories.

The training program is part of an educational policy instituted by the ECA in conjunction with the Puerto Rican Department of Education. To date, the program has turned out more than 3,500 workers for newly established industries on the island. Some 500 students per month are turned out to begin work in the shoe, glove, textile, clothing and other industries.

South Africa Short

Production of footwear in South Africa has been curtailed recently due to a serious shortage of leather resulting from slow deliveries of hides and skins to tanners. Many tanneries have been closed for short periods awaiting new rawstock supplies and shoe manufacturers are having great difficulty in filling leather needs. Immediate effect of the shortage of domestic supplies has been sharp rises in prices of imported hides, further hampering South African tanners in their quest for new supplies.

Promote Sole Leather

The Leather Publicity Council in London, Eng., has voted to extend its activities to the active promotion of sole leather early this fall. The new promotion program will cover newspaper and magazine advertising as well as regular channels in retailers' and repairers' shops.

Reason for the decision is the rapidly growing use of synthetic soles by shoe manufacturers in England. The Council is aiming its promotion at the consuming public.

Pakistan Gets Shoes

The Pakistan Government at Karachi has authorized the opening of 20 footwear factories in the country for the manufacture of 1,000 pairs of shoes daily. The country's present shoe requirements are estimated at 20 million pairs annually, with current production running at a mere 12,500,000 pairs each year.



Celastic* Box Toes Last Longer — Lend More Comfort

Nearest things to perpetual motion are youngsters' feet. Nearest to perpetual wear and comfort in the toe area are Celastic Box Toes.

Durable construction plus flexibility and comfort for active, growing toes are convincing features in selling the juvenile market. Included among the users of Celastic are many manufacturers of children's shoes. They know that customer loyalty pays off—that a large measure of brand preference can result from the absence of wrinkled or loose toe linings! Put this solution-softened box toe to work in your shoes where it can fuse lining, box toe and double into a strong, 3-ply unit with flexibility at the tip line. These are the characteristics that build sales and repeat sales.

Like other children, Miss Patricia Ann Argento, age 7, of 475 Riverdale Ave., Brooklyn, N. Y., is an active youngster. After 14 months, the toe linings of her shoes with Celastic Box Toes remain tight, unwrinkled, comfortable. (Note cut-a-way of toe area in photo.)



*"CELASTIC" is a registered trademark of the

UNITED SHOE MACHINERY CORPORATION BOSTON, MASS.

LEATHER MARKETS MARK TIME AWAITING SPRING SHOW RESULTS

Tanners Hoping Leather Show Will Open Sales Floodgates

No interest, no sales, by-word of most tanners. Neither sole leathers nor uppers find anything to cheer about. Weakening of hide market big news of week.

Sole Slack

Sole leather tanners in Boston can offer nothing in the way of improvement, say sales outlook remains dreary at moment. Easiness in hide picture doesn't affect finished leather prices as yet because nobody seems interested in buying. Tanners were willing to make good concessions even before hides inevitably eased.

Sole tanners take comfort in fact their stocks are at lowest ebb in years, production cut to bone in face of lagging sales. Most feel that buying must start soon, predict an actual shortage of sole leathers if sales take real spurt.

Price situation uncertain with sales made on individual deals and manufacturers buying only for need. As usual, both tanners and buyers await results at Leather Show with interest, expect show will take the wraps off sales picture.

Little trouble in moving light bends, always limited. Prices considerably below levels of month or two ago, reach top around \$1.00. Medium bends slower, of course, with prices ranging in middle to high 80's and up to 90c. Heavies drag without interest, prices generally in 70-80c range. Not enough sales to prove anything.

Sole leather tanners in Philadelphia say business is so bad that some compare it to 1934 in the amount of sales made. The volume in actual dollars and cents is higher because of the difference in prices, but from the standpoint of customer activity, it is so bad as to be very reminiscent of the depression period. There is practically no demand for factory or finding bends. Even heads and bellies hardly sell. Tanners say they have no prices to quote.

Sole Offal Draggy

Sole leather offal tanners on Boston market report no change. This means sales are far from encouraging, prices meaningless. Easiness on hide market has no effect since offal

leathers carry no definite price tags.

Most tanners and dealers unwilling to quote even price ranges for publication since sales, when reported, are made at whatever buyer and seller can agree upon. However, best indications are that steer bellies bring 58c and down with sales only for need. Cows unsteady with tanners quoting around 50-52c although a sale or two rumored below 50c.

Single shoulders find few takers. Lights with heads on pegged around 30c; heavies below this. Double rough shoulders around 90c for heavies. Fore and hind shanks quiet also; former priced around 42-45c, latter at 46-50c. Heads slow around 35c.

Cut soles about as dead as other leathers. Many sole cutters closed down awaiting new sales.

Calf Spotty

Calf leather tanners in Boston have nothing new to report this week. Prices are all over the lot with most tanners willing to talk business to move leathers. For most part, this market is looking forward to Leather Show, hoping it will set pace for better things to come.

Women's weights continue to draw interest but most interest continues in lower grades. Some buying of regular grades more evident this week but not enough to set trend. Tanners' improvement in these selections will continue, possibly spurt after Show. Prices at \$1.15 and down for top grades but by far the best interest is in grades at 80c and down.

Men's HM weight pegged also at \$1.15 and down for black and colors but few takers around. Prices still "adjusting" here and tanners expect sales will open up shortly when calf is again considered competitive enough with other leathers. Not enough sales to indicate true price ranges.

Sheep Only Fair

Sheep leathers continue to draw moderate amount of business at fairly steady prices—about the only leather that manages to hold its own today. Reasons are twofold: supply is short and rawstock situation promises to keep it that way. Also, sheep

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Strap Sides and Backs (Russet and colors)

Skirting Sides and Backs

Back, Bend, Shoulder, Belly Splits (Vegetable tanned in colors)

Russet and Colored Strap Bellies

Double Waistbelt Shoulders (Russet and colors)

Steer Harness Leather Sides (Russet and black)

Stag Harness Leather Backs (Russet and black)

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leathers did not keep pace with other leathers in inflationary period, have managed not to scare buyers away.

Russets still moving in fair quantity with boot linings selling for 32c and down, shoe linings around 24c. Colored vegetable linings find some business at 26-27c although lists are higher—around 32c top. Chrome linings slow with most lists at 34c and down.

Sheep tanners look for little change until rest of market shows definite pickup. Meantime, they go along filling orders as best they can.

Side Confused

Growing weakness in hide market contributes to uncertain state of side leathers. Although business has been far from good in recent weeks, tanners report further slowdown this week. Buyers appear to be awaiting results of hide market softening, also looking forward to Leather Show. Tanners can only wait and hope.

Orders still stress prompt delivery with buyers still stressing caution. Fact is shoe manufacturers are operating at minimum levels for most part, unwilling to book well ahead until shoe orders perk up. Despite wide-spread talk that market should snap back shortly to make up for unseasonal lag, there is no indication of real improvement as yet.

Best hope for coming months is fact that shoe sales must soon pick up if per capita consumption, always stable, is to be maintained this year. Once sales return to even normal level, leather market is bound to feel benefits.

Splits Same

Splits market continues about the same as last week. Boston tanners say there is fairly good demand for heavy suede splits with prices in middle 40's—possibly 45c-47c. Light suede splits much slower, prices generally pegged at 41c and down. Linings only fair at 26-30c. Work shoe fair.

Kid Leathers Same

Kid leather tanners of Philadelphia say business still extremely quiet. Hope is now advanced that after the Show, things will definitely pick up. Some feel that September, which usually does show increase in activity, will end this slump. Others are afraid that these dates are just something to pin some hopes to, without any real reason to think that things will pick up.

Business is so bad that there are rumors of the closing of at least one large tannery, but this has not been verified. Local tanneries are doing as much business as they can and are accepting orders for future delivery; that is, the few orders that are coming in.

There is a little business in black suede and glazed. Some linings are selling, but very few. As for slipper leathers, although some tanners found increased activity, many find that slipper is just as slow as their other items. Nothing at all reported in crushed or satin mats.

As far as prices are concerned, published lists have not changed. However, they really don't mean much when a sale is discussed. Prices are actually arrived at between tanner and customer at the time of the sale. For publication, tanners feel it advisable to refer to their standing lists.

As far as rawskins are concerned, there is so little buying going on that no one is too much concerned about them at this point.

Average Prices

Suede 40c-95c Glazed 40c-\$1.25 Linings 30c-60c Slipper 40c-75c Satin mats 69c-\$1.20 Crushed 45c-80c

Glove Leathers Stand Still

No change in conditions during the past week. New business seems to be at a standstill. Old contracts are being finished up and the immediate future looks gloomy. The opening date of the big Navy contract has been postponed. One bright spot is that previously cut gloves are being shipped which will be a help to the credit situation.

There is a light call for men's grey suedes. Prices steady at 42c, 36c and 32c. Some business stirring in novelty items. Light weight suedes in brown and black and smooths in brown, black, tan and navy can be moved at a price. Thirty to 32c seems to be the top. Some demand for glove suedes in red and green for the garment trade.

Pigskins seem to be on a trading basis. Prices quoted from \$1.20 down but quoted prices mean little. Buyers bid ten cents under the market and are not worried if they don't get them.

Belting Leathers Dull

Philadelphia belting leather tanners report things are very dull. For instance, mills in the South are slow, with many on a two-day week. This has an ultimate effect on belting

Prices still change almost daily.

Curriers finding business still slow. Most are using their new price lists. Others practically scrapped their lists and do business according to the existing situation at the time of the sale - that is, the price of rough bend butts and the price they arrive at with customers.

AVERAGE CURRIED BELTING PRICES CURRENT IN PHILADELPHIA Curried Beiting Best Se'e. No. 2 No. 3 Butt Bends . 1.56-1.60 1.51-1.56 1.46-1.50 Centers 12" . 1.87-1.89 1.76-1.79 1.58-1.62 Centers 24"-28" . 1.51-1.81 1.70-1.75 1.60-1.63 Wide sides . 1.46-1.20 1.42-1.48 1.35-1.42 No. 3 sides . 1.46-1.63 1.42-1.48 1.35-1.44 Additions premiums extra light plus 14c.; light plus 10c.; X-heavy plus 10c.

Tanning Extracts Strong

Biggest news of the week in tanning chemicals field is increase in prices of liquid and powdered chestnut extract. Prices were actually scheduled to take effect on Aug. 6.

No significant changes elsewhere. Raw tanning materials continue firm with trading moderate. Tanners' Oils unchanged.

Divi Divi, shipment, bags\$108.00

Raw Tanning Materials

Wattle bark, ton	101.50
Sumac, 28% leaf	155.00
Myrobalans, J 1s	\$63.00 \$55.00
R. 1s	\$90.00
Mangrove Bark, 30% So. Am Mangrove Bark, 38% East African	\$58.00 \$81.50
Tanning Extracts	
Chestnut Extract, Liquid (basis 25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, c.l	5.10
Barrels, l.c.l.	5.43
Chestnut Extract, Powdered (basis 60% tannin), f.o.b. plant	
Rage el	10.92
Bags, l.c.l.	11.65
Cutch, solid Borneo, 55% tannin.	
glus duty	.08
bbls	.12
Hemlock extract, 25% tannin, tk. cars. f.o.b. works	
Bbls., c.l. Oak bark extract, 25% tannin, lb. bbls. 6½-6¾, tks.	.00%
bbls. 6%-6%, tks	.06%
Solid ord basis 63% tannin c.l.	
plus duty Solid. clar., basis 64% tannin, c.l. Liquid, basis 35% tannin, bbls. Ground extract	0-5/16
Solid. clar., basis 64% tannin, c.l	11
Liquid, basis 35% tannin, bbis	
Ground extract	•
Wattle bark, extract, solid (plus duty)	.10%
Powdered super spruce, bags, c.1	
.05%, l.c.l. Spruce extract, tks., f.o.b. wks.	01 84
Powdered valonia extract, 63% tannin	101/
. ondered valouis extract, 05% tannin	70.47

 Tanners' Oils
 36½

 Castor oil No. 1 C.P. drs. l.c.l.
 36½

 Sulphonated castor oil, 75%
 31½

 Cod Oil, Nfd., loose basis
 1.50

 Cod, sulphonated, Dure 25% moisture
 17½

 Cod, sulphonated, 25% added mineral
 16

 Linseed oil ths., cl., 20ne 1
 224

 drums, l.c.l.
 244

 Neatsfoot, 20° C.T.
 43

 Neatsfoot, 40° C.T.
 33

 Neatsfoot, of 0° C.T.
 33

 Neatsfoot, prime drums, cl.
 29

 l.c.l.
 30°

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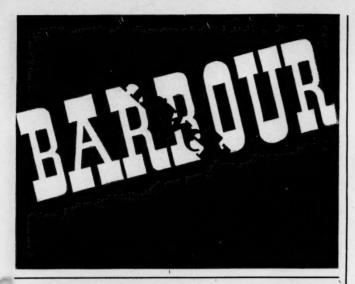
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Pratt Offers Short Term Tanning Courses

The School of Leather and Tanning Technology of Pratt Institute has announced the scheduling of short courses on specific phases of leather manufacture, to be given in addition to regular programs.

The shortened program is intended to permit manufacturers to send men to Pratt for a limited period of training and study in those phases of leather manufacture which apply particularly to their own operations.

Following are short term courses and dates: Coloring and Fatliquoring, seven weeks, Sept. 17-Oct. 29; Finishing, four weeks, Nov. 5-Dec. 3; Chrome Tanning, four weeks, Jan. 28-Feb. 23, 1952; Vegetable Tanning, three weeks, Feb. 25-March 15, 1952; Coloring and Fatliquoring, five weeks, Mar. 18-April 18, 1952; Finishing, three weeks, April 22-May 11, 1952.

Named Sales Head



James F. Long, newly appointed sales manager of Compo Shoe Ma-chinery Corp., Boston. Long has been associated with Compo since 1931 and has worked closely with shoe manufacturers over the country during the past five years as assistant to William Solar, first vice president in charge of sales. During World War II, he served on the War Production Board and chief of the Shoe and Leather Working Machinery Section. He will be responsible for Compo's sales policies, promotions and liaison between the firm and shoe manufacturers.

PACKER HIDE PRICE DECLINES FAIL TO STIMULATE BUSINESS

Market Shows 3c Decline With Light Native Cows Off 5c

The break in the big packer hide market with declines extending to as much as 2½c to 5c per lb. early this week was not entirely unexpected. Easier undertone in the market had been evident for well over a month.

First real signs of weakness came from sales of calf skins several weeks ago at lower levels, sharpest declines being registered in lighter weights. Kipskin subsequently sold off and, due to poor leather business, demand for both calf and kip has continued at a low ebb. Only very small quantities have been sold within the

past couple of weeks.

Along with the weakness in kip skins, kip leather has become increasingly competitive with cattle side upper leather. As a result, pressure from kipskins has forced prices of light hides downward. Light cows, light and ex. light native steers have been vulnerable to the declining trend with light cows having the greatest decline in this week's trading. Specialty tanner interest in the native steer selections including heavies as well as for heavy native cows has kept these selections from declining as much as other types of big packer hides. Branded steers received some support from, sole tanners although these selections also were vul-

nerable to declines.

Stagnant leather business still is not conducive to any active buying of rawstock by tanners. Apathy on the part of buyers has been quite apparent in small packer and country hides, interest being shown only when supplies can be obtained at lower prices. Competition from these hides also forced big packer hide prices downward. Soliciting of bids and distress selling has been reported

in a few instances, reflecting small packer and dealer physical as well as financial limitations.

Slow movement of leather even at price concessions has caused tanners in most lines to reduce operating schedules and, despite the fact that current hide buying permits are scheduled to expire Aug. 18th, they are not anxious to fill their quotas. Many buyers are inclined to mark time, feeling that they can book hides "on the cuff" later, perhaps at still lower prices, as fairly liberal supplies are available. Next permits scheduled to become effective on Sept. 4th.

Another factor contributing to limited interest in domestic hides has been the large movement of foreign hides of various descriptions to many U. S. tanners at prices in some instances well below our market levels.

When better demand will develop for hides and skins is problematical. An upturn in leather business is still awaited in many tanning quarters before tanners will make any extensive commitments on raw materials. It is generally hoped that the Leather Show in New York August 21 and 22 will bring forth much needed orders.

Packer Hides Off

Final week of the allocation period found little new trading, but some substantial declines on the business that was done. Activity in the market during the week has totaled about 26,000 hides with big packers, about 3,000 of them done by the outside independents.

The market was 3c under Table II ceilings on all selections except light native cows, that selection dropping as much as 5c under ceilings, depending upon the weights. Other selections were figured to be weaker than 3c under Table II, but the market could not be quoted definitely on selections not traded.

Light native cows were the biggest news, about 10,000 selling at 31c for Chicago hides, 31½c for Rivers.





I don't know why he keeps coming back, dear. I've told him scores of times I know how Controlled Penetration of fatliquors by Salem Oil & Grease Co. adds that certain feeling to leather.

QUOTATIONS

•	P	resent	W	eek Ago	M	onth Age	Y	ear Ago
Light native steers		331/2		361/2		361/2		26N
Heavy native steers		30		33		33	23 5	2-24
Ex. light native steers		39		39		39		29
Light native cows	31	-311/2	36	-37	36	-37	25	-261/2
Heavy native cows		311/2		34		34	25	-251/2
Native bulls		24		24		24	153	2-161/4
Heavy Texas steers		30		30		30		20
Light Texas steers		341/2		341/2		341/2		241/2
Ex. light Texas steers		37		37		37		27 1/2 N
Butt branded steers		27		30		30	20	-201/2
Colorado steers		261/2		291/2		291/2		191/2
Branded cows		33		33		33	24	-241/2
Branded bulls		23		23		23	145	2-151/4
Packer calfskins	55	-65	55	-65	70	-80	62 5	2-66
Packer kipskins	50	-55	50	-55		60		50

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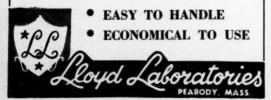
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Southwestern light cows sold at 35c FOB for mixed packs of light average cows and extreme light native steers. Light native steers sold at 33½c, about 7,000, which was off 3c.

Branded steers sold at 26½c for Colorados and 27c for butts, off 3c, and a small volume of heavy native steers sold at 30c, 3c lower. There was a car of heavy cows sold at 2½c under Table II, or 31½c, but it was felt that subsequent business would be at the full decline.

The market activity was far from filling expectations of what could take place in the big circuit. Sellers were not anxious to sell in two instances, one packer holding off presumably for LIFO inventory accumulations, and the other just plainly saying that he didn't have any hides to sell. It is estimated that the total activity against the August permits amounts to only 250,000 hides, at best, from the big packers.

Small Packer Hides Shaky

The small packer market suffered from additional depression when the big packer circuit dropped a few cents in price. However, few firm bids were placed, mainly in the fear that a firm bid would be satisfied with hides.

Some exceptionally low bids around, some talking around 35% under Table I for small packer hides. However, the market of 25% under Table I was called fairly reasonable and more or less in line with the general pattern of country hide and big packer hide prices. Interest could not be found at 25% under Table I.

The fact that there are still many offerings of small packer hides around is the thing that is the most dismaying to the trade, particularly sellers. A few tanners are also dismayed because they find that they cannot sell any leather as yet on this decaying market.

Country Hides Quiet

The country market was talked 40% under Table I to begin the first indications after the big packer trading, but more people were inclined to think 30% to 35% under Table I was the market. However, no trading was done which could be used as the guide for a market level, and it is doubtful that there will be much during the balance of the allocation period. Tanners seem well filled at this time, based on the amount of leather business that they have had recently.

Calfskins Dull

Big packer calfskins continued very dull with interest just about nil. Some talk around the market for allweight calfskins at 50c, but this did not carry any weight in the way of trading. Packers, of course, not ready to trade, but they might go along if the situation becomes any more acute. Tanners, however, cannot justifiably price skins because they have little or no interest in their end product from shoe manufacturers.

Outside calf markets very quiet, waiting for some establishment of big packer levels as a guide. There are skins available in all markets, but there is no one around to buy.

Kipskins Lag

The firm bid in kipskins around last week for big packer native kip at 42½c and Southwestern kip at 37½c has gone by the board. Packer now holding for 40c on the Southwesterns. Little interest in kip. The order around was for fairly good quantity, but now there is little place to direct any attempts to sell.

Outside kip markets extremely quiet as a result. The trade is not willing to buy kip, primarily because it is not needed for production, but also because there is no semblance of an established market.

Sheep Pelts Ease

Shearlings are the main item in the pelt and sheepskin market, but this week provided little new trading. Big packer #1 shearlings are quoted at \$3.50, the last trading level, with #2's figured around \$2.25 and #3's around \$1.75. Some business in #1's was noted during the week, but in small volume. Only very small quantities of 2's and 3's have been sold during recent weeks because of the very small quantities coming through. Spring lambs quiet, quoted around \$4.00 to \$4.25 per cwt. depending upon the quality.

Pickled skins figured around \$19 per dozen on the best lots, down to

\$16 per dozen on others. The market is easing slightly.

Horsehides Drag

The market is very quiet, and still bridled by the restrictions of NPA on the end use of horse front leather. Horsehides cannot be priced even nominally because of the complete lack of support in any selection.

Dry Sheepskins Snailish

Selling quarters state that while primary markets continue firm, there is practically no business, especially for shipment. Some occasional interest noted for spot skins but at bargain prices only.

Hair sheep markets continue generally slow although it was reported that a spot lot of Brazil cabrettas, running 50% regulars and 50% specials sold at \$16.00 per dozen, basis manufacturers. For shipment, offers of regulars have been noted at \$13.00 fob. and slightly higher for mixed lots. Cape glovers have ruled quiet following reports that England had re-entered the market and advanced prices.

Nigerians quiet as practically no offers received. Offers of Addis-abba butcher skins as well as some shade dried Mombassas but asking prices considered out of line with buyers views.

Sellers report very little interest in foreign shearlings mainly due to high prices still asked which figure above domestic market even following latest increases on the latter. Not many offers, received from Southern Hemisphere points as it is inbetween seasons at present time. South American markets too high for buyers here and Canada.

Wool sheep markets continue steady at origin and asking prices usually above the ideas of pullers here. At last Australian auctions, Melbourne market was firm on fine wool and bare to 1 inch but 2 pence lower on coarse wool and at Sydney, 26,500 skins offered, all descriptions one to three pence lower.

Cush-n-Fit SPONGE RUBBER

Sheets—For insoles and fillers Molded Pads—Metatarsal, arch and heel Special Molded pads to your specification

Write for samples and catalogue of complete line

Davidson RUBBER CO. BOSTON 29, MASS.

They're all Allergie ...to Vapor

They just can't take it: Genuine reptiles are usually barktauned and are quickly and perma-

Be not attempt to steam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers.

Bepending upon which practice your conditions best favor, he can either supply you with dry heaters or arrange for your temporary use of canned prepared solvent box toes we require no solvent.

Beckwith

NEWS QUICKS

About people and happenings coast to coast

Ohio

- The Cincinnati Shoe and Leather Club will hold its annual picnic and outing at Martz Grove, Ross, Ky., on Sept. 8. The event, attended by over 500 industry members and guests each year, will begin at 10:30 a.m. and include a full program of boating, swimming, and softball games. A banquet will cap the day's activities. Ed Cleveland, president of the Club, is in charge of the outing together with the entertainment committee.
- Board of directors of Diamond Alkali Co. has voted to recommend that company shareholders split common capital stock on a basis of two to one. In its six months' report for the period ended June 30, the company reported 1,086,854 shares issued and outstanding.
- Richard W. Scallan, formerly vice president and sales manager of MacGregor-Goldsmith, Inc., Cin-

cinnati sporting goods equipment manufacturer and subsidiary of Sport Products, Inc., has been elected president to succeed William C. Cowen, who has retired. Cowen was named board chairman and will continue in an advisory capacity. Scallan has been with the firm for the past 30 years.

Pennsylvania

- Directors of Ephrata Shoe Co., Inc., Ephrata manufacturer of juvenile shoes, have elected Karl J. Rohrbach president. He replaces W. B. Rohrbach, who has been named chairman of the board. Other officers are Ivan H. Mentzer, E. D. Merrion, and Robert Hobbins.
- Waynesboro Shoe Mfg. Co. has increased shoe production by some 600 pairs per day since opening of its new Smithsburg plant. One complete operation was moved to the Smithsburg plant, opening 2,500 sq. ft. of additional storage space in the Waynes-

boro building. John W. Chamberlain is superintendent at the Smithsburg plant and Robert Fleming is supervising the Waynesboro plant. The firm now produces 6,000 pairs daily.

New York

- Barkey Importing Co., Inc., has moved its offices to new quarters at 44 East 53rd St., New York 22.
- United States Leather Co. and subsidiaries report net profit for the seven months ended May 31, 1951, of \$1,841,646 after taxes and charges. Net sales for the period were \$16,-657,126 and provision for income taxes \$1,237,000. For the six months ended April 30, 1950, the company reported net sales of \$9,472,496 and a net loss of \$145,175.
- American Cyanamid Co., New York, has announced the promotion of Herbert G. Pratt to manager of the San Francisco office of the Industrial Chemicals Division.
- Involuntary petition in bankruptcy has been filed against Starr Footwear, Inc., Brooklyn manufacturer of hardsolc slippers. Receiver has been appointed under bond of \$1,000.

DAVIS LEATHER INC.

TWO PARK AVENUE, NEW YORK 16, NEW YORK R. A. Brea-Manager

Specializing in high grade full chrome calf leathers for the shoe, handbag and novelty trade in an extensive range (162 shades) of Ultra High Style Colors.

BABY CALF LEATHERS

BOSTON—Bergman & Brookhouse, 112 Beach St. ST. LOUIS AND SOUTHWEST: O. B. Dahm, 1602 Locust St., St. Louis, Mo. MILWAUKEE—H. I. Stewart, 918 North 4th St. ENGLAND—Davis Cenadian Leathers Ltd., 3 Granby St., Loicester.

DOMINION CALF LEATHERS

CINCINNATI—J. R. Kueven, 626 Broadway.
CALIFORNIA—A. J. & J. R. Cook Co.
Los Angeles—1220 Maple Ave.
San Francisco—237 Eighth St.

TANNERY — DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA

VEGELEEN

a leather by ..



For the over-all demand for deep-toned, aniline finishes on full-bodied combination tannage, our Vegeleen is acclaimed superior.

J. GREENEBAUM TANNING COMPANY *

*

TANNERIES IN MILWAUKEE AND CHICAGO

- Varsity Footwear, Inc., New York footwear manufacturer, has made an assignment for the benefit of creditors, it is reported. Book assets are reported at \$15,000, including the plant valued at \$11,000. Liabilities are stated as \$14,200. The plant has a \$4,500 mortgage.
- Dia-Tred Shoe Co., Inc., New York shoe wholesaler, is reported offering creditors compromise settlement on basis of 25 percent cash. Assets are reported as inventory of \$20,000 at cost and \$10,000 in accounts receivable which are factored. Liabilities include merchandise creditors of approximately \$61,000, loans of \$20,000, and taxes, wages, etc., of \$2,000.
- Stocker & Yale have appointed Ginsberg Machine Co., Inc., of New York City, as exclusive agent for Lite-Mite, a new fluorescent sewing light.
- Anchor Adhesive Corp. has been organized at 36-23 164th St., Flushing, by Irving Bederson and Steve Proops. Both men were formerly associated with Industrial Latex Co. of New York.

- E-Z Footwear Corp. is moving to new quarters at 110 Greene St., New York. The firm makes popular priced California process shoes.
- Enrico H. Rao has joined Beleganti, Inc., Brooklyn, as making room foreman. He succeeds James Delguidice, who is joining Zuckerman & Fox in a similar capacity.
- Irving Karten has left Foot Delight Shoe Corp. Karten is a pattern executive. He has not announced immediate plans for the future.
- Leada Baby Shoe Co., Danvers, Mass., is opening a New York office at 71 West 35th St., New York.
- Flora Goldzweig is principal of the newly established F & G Shoe Co., Brooklyn women's shoe manufacturer.
- Gelburn, Inc., New York manufacturer of women's shoes, has established The Fashion Workshop of Gelburn, Inc. The new firm, located at 156 East 52nd St., is designed to bring together the factory designer, the fashion coordinator and shoe retailer. William Burroughs, Gelburn stylist, is in charge.

Missouri

- Vulcan Corp., Cincinnati, O., manufacturer of wood heels and lasts, has announced the appointment of Harold A. Darrow as head modelmaker of its St. Louis last factory. Darrow has had 20 years of experience in last model rooms in the St. Louis area.
- Expansion plans of Town and Country Shoes, Inc., with head-quarters in St. Louis, call for an addition to its Warrensburg factory plus a new factory to be ready within two months and an additional factory to be opened sometime in 1952.
- Estate of J. Henry Schumacher, retired department head of International Shoe Co., St. Louis, who died June 28, has been valued at \$75,864, including \$42,935 cash. Entire estate was left to his brother, George W. Schumacher of Mobile, Ala.
- Johnny Olsen, popular television and radio master of ceremonies, will emcee the "Kids and Company" halfhour television network show starting Sept. 1 and sponsored by the Friedman-Shelby division of International Shoe Co., St. Louis. The new show, aimed at both juvenile and



UNITED STAY COMPANY, Inc. 222 THIRD ST., CAMBRIDGE 42, MASS

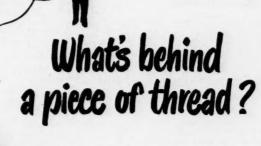
WINSLOW



FULL CHROME TANNED LAMBSKINS

WINSLOW BROS. & SMITH COMPANY

STORES: BOSTON, 97 SOUTH ST. . NEW YORK, 12 SPRUCE ST. . CHICAGO, 173 NO. FRANKLIN ST.



Two hundred and five users who began buying our threads in 1930 are still our regular customers. In addition, 96 who began buying in 1935 are also regular purchasers. That's over 300 leading manufacturers who have bought Barbour's threads 15 years or more, month after month, year after year.

In other words, wise thread buyers are behind Barbour's—simply because they've proved Barbour's always stands behind them!

Absolutely uniform quality—that's why more manufacturers use Barbour's Threads.

Barbour's Threads

Do you?

BARSOUR'S THRIADS—Sinew • International and Thread Lasting Linen Threads • Backseam "Closing" Linen • Kantstrand and Pioneer Braided • Nylon • Red Hand • Littleway • Thread Lasting Cotton • Shurseam • Supertite • Liberty • Gold Medal • Queen • Castle and Pansaic • Rasdy Wound Bobbins for Littleway and Goodyear Stitchers adult audiences, will be utilized to sell Red Goose shoes for children, and carries trailers on Grace Walker shoes for women and John C. Roberts shoes for men.

Massachusetts

- · Samuel Alper has been named sales manager of Haley Cate Co., Inc., Everett manufacturer of shoe bindings and strippings. Alper is a veteran of the shoe industry and will supervise sales throughout the East of the firm's binding, stripping, piping, bows and vamps. He will be present at the Allied Products Exhibit in New York Aug. 19-22.
- · Lincoln Leather Co., Boston, has completed installation of a new Proctor & Schwartz pasting unit to help speed up production of top quality aniline and semi-aniline finished leather in kips, extremes and ends, full grain and corrected.
- . W. Milender & Sons, Boston, exclusive sales representative for Milo Tanning Corp. of South Paris, Me., reports that Speigel Agency, 193 Williams St., New York City, has been appointed sales agent for their leathers in Metropolitan New York, Pennsylvania, Maryland, Connecticut and New Jersey.

- Daly Bros. Shoe Co., Inc., and Triplex Shoe Co., wholly owned subsidiaries of Spencer Shoe Corp., Boston chain, have been merged with the latter. Operations will continue under the name of Spencer Shoe Corp.
- · Joel Shoe Co., Inc., has been organized to manufacture women's footwear at 58 Buffum St., Lynn, Jack M. Logan is treasurer and active manager of the firm.
- · United Shoe Machinery Corp., Boston, has announced the following promotions and appointments: Raymond E. Hopkins, assistant district manager of the Brockton office since 1941, to assistant to the management of the Goodyear Department at the Boston office; Alfred J. Bouchard to succeed Hopkins at Brockton; Clarence B. Cushman to Lynn district manager, succeeding the late Lewis F. Weber, Jr.; Donald Martin to succeed Cushman as Worcester district manager; and Harry W. Burns, Jr., to succeed Martin as assistant district manager at Worcester. William T. Todd has been appointed assistant district manager at the New York office and is succeeded by Earle A. Byron as manager of the Manchester sub-office.
- · Kirby Shoe Co., affiliate of Kramer Shoe Co., Inc., Haverhill, has moved its factory from Lawrence to Essex and Wingate Sts. at Haverhill, where it will employ some 100 work-
- · Knapp Bros. Shoe Mfg. Co., Brockton mail order firm, is moving its merchandise inventory into the former W. L. Douglas building at 173 Spark St., Brockton.
- · Compound Leather Co., Inc., has moved from 80 Federal St., Boston, to 20 Clovelly Rd., Wellesley. Chester L. Macredie is presidenttreasurer
- · Kinder Kraft Shoes, Inc., formerly of Framingham, has moved to 60 North Ave., Natick. John W. Butterworth is president.
- International Shoe Machine Corp., Cambridge, has named Charles Harris as representative for Ohio and contiguous territories. Harris was formerly assistant superintendent of Pirma Footwear, Inc. He has had over 14 years of shoe factory experience and is known as an authority on lasting and making room proce-

Am-O-Krame

BELLIES—BENDS—SHOULDERS—FULL GRAIN LINING BELLIES

AMERICAN OAK

(HOWES LEATHER COMPANY, INC.)

Dalton Avenue and Flint Street, Cincinnati 14, Ohio

McADOO & ALLEN WELTING CO.

QUAKERTOWN, BUCKS COUNTY, PENNSYLVANIA

WELTING of all kinds

Curried & Finished Vegetable Tanned SHOULDERS - BACKS - BENDS

Quality First

Agencies in Principal Centers in the United States and throughout the world

QUALITY IN FOOTWEAR

(Concluded from Page 10)

to break apart. Thread, then, becomes an important selling point to mothers buying children's footwear. A clerk says it's "good quality" thread—if he mentions it at all. But what does he mean by "good quality"? With what can the customer compare it? And what does that thread contribute to the value of the shoe?

According to the same survey, the breaking down of counters in children's shoes was another item of parental concern. This, then, becomes a specific feature to "sell" along with the rest of the shoe. But if a counter is going to be sold as a value feature, it has to be demonstrated as a visual item, and described and explained so that it becomes appreciated.

How often the clerk says, "This is good quality leather," or, "This is fine leather." He may add that it is soft or supple or long-wearing. And he may specify what kind of leather it is—calf, kid, cordovan, etc. Beyond that, this portion of his sales spiel is washed up. He has not "sold" the upper material of that shoe as a distinct quality and value feature. He has merely glossed over it, then gone back to sell fit, fashion and wear.

What is a "fine quality" leather, anyhow—the customer, in her own mind, wants to know? What are the visual and other differences between a cheap and fine quality leather? How does she know she's getting value in the leather of that shoe? Why aren't these value differences demonstrated? All suede is not the same, nor all patent or calf or kid or side, etc. Why, for instance, should the customer be made to believe that she's paying more for one suede shoe than another—when in her mind all suede is about the same?

Many components in the shoe can

ROLCKLES BY

OR MOND

Roller-Non Roller

Steel on Brass Base
Grace tul lines - Smooth met, I sork
Fine turshes - Formed tongues

Cult - Bronze

Nackel + Gunnonad - Colons
of the Colons
of the Colons
Samples

1075 Hoters Ave - Union City N 1

be "sold" through demonstration to increase the consumer's appreciation of value in shoes. The box toe, the filler, the insole, the shankpiece, the heel, the constructions (Welt, cement, California, etc.), welting, etc.

ment, California, etc.), welting, etc.

Now, what is accomplished by
this fresh merchandising theme of
selling quality by demonstration?

selling quality by demonstration?

(1) It can help sell more shoes.
It is, after all, a merchandising instrument containing many unused selling points.

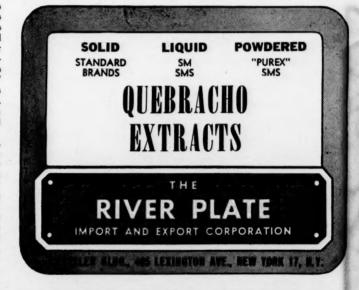
(2) It can substantially raise consumer appreciation of footwear—of value received for price paid in relation to many other items competing for the consumer dollar.

(3) It can do a fine job of public relations for the industry.

(4) It can raise the quality standards of footwear made and sold in this country by creating, through

improved public appreciation, public demand for better quality footwear simply because the generally vague, misunderstood and abused term "quality" is now better understood and better appreciated.

Such a merchandising program demands cooperation between supplier, shoe manufacturer and retailer -a cooperative educational program. Certainly every retailer should be cooperative because it provides him with a fresh selling weapon, and raises his prestige in the consumer mind. The manufacturer is also provided with a new sales weapon, and a chance to create "appreciation" for his product. And the supplier, whose fine products have long been concealed beneath the proverbial bushel, may now see his products brought to light, life and appreciation.



Why Buy Imperfect Embossing Plates?

STANDARD GUARANTEES THE MOST PERFECT PLATES MADE, VARYING NOT MORE THAN I THOUSANDTH OF AN INCH ON BOTH SIDES, STANDARD PLATES HAVE NO EQUAL.

STANDARD EMBOSSING PLATE MFG. CO.

Since 1888 Manufacturers of

ELECTROTYPE EMBOSSING PLATES SOLID STEEL ENGRAVED PLATES SMOOTH PLATES ALL SUPPLIES FOR BUILDING BEDS

129-131 PULASKI STREET

NEWARK 5, N. J.

WOLFF INTERNATIONAL, INC., 2517 North Teutonia Ave., Milwaukee 6, Wis.

absolutely NEW! MOW! ONE-SET EDGE INK

for any type sole or heell

It's OPAQUE!

EQUALLY EFFECTIVE FOR

/ Fibre and Leather Combinations V Rubber and Leather

Combinations

OHE APPLICATION COVERS

with medium Hot Iron

ONA YHA MI . ALL COLORS

See Your Mearest Representative or White Direct

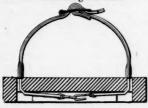
HADLEY BROS:UHL SIB CALVARY AVE., ST. LOUIS 15, MO.

NEW DEVELOPMENTS

(Concluded from Page 11)

COMFORT SANDAL

The sole of this sandal is one thickness, the simulation of a wedge heel is merely a matter of ridges done at the time of molding the sole.





It is the molding of this outsole that seems quite important. Not only with the wedge-like effect but the lengthwise and crosswise grooves in the bottom of the sole provide the key. These grooves actually serve as channels into which the straps may be buried out of the way of the treading surface of the sole.

The tops of the straps shown are of inelastic material, while their ends that pass under the sole are of elastic material in turn joined together with hooks. This arrangement provides a snug fit of the straps to the foot.

For the Best

IN COMFORT AND CONVENIENCE

New Jefferson

HOTEL
Completely remodeled and refurnished—New Jefferson Hotel will make your visit to South Bend much more pleasant.

CONSIDERATE \$275

SOUTH BEND

HOTEL DAYTON

A modern hotel with every comfort and convenience to make your stay a delight in Kenosha —where business and pleasure mix. Home of the Town Casino.

RATES \$275

KENOSHA WISC.

Personal Management FRED F. KEAN AND ASSOCIATES

These channels housing the hooked ends of the straps also function as nonskid protection.

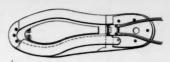
This construction permits a variety of strap attachments, but the main idea centers in comfort - no tacks and foot-conforming fit.

Source: J. Fellow, Bronx, N. Y.; Patent No. 2,526,940.

COMBINATION LAST

Here is a last embodying a built-in device that makes possible the lasting of shoes with an insole consisting of no more than a strip around the edge of the last bottom.

The device itself comprises a hinged plate with turned-down edges that fit into a groove made in the last bottom. This hinged plate seems to have a flanged edge that extends beyond the groove penetration so as to clamp the edge of the substitute for an insole. The idea is to make a clamp on the last that not only will



hold a substitute for an insole in position but will be easily removed from the shoe at any time during the process of shoe construction.

As for the insole substitute construction, no more than a strip about the edge of the last is needed. No tacks are employed in holding either a large strip or small one. So far as an insole goes in a shoe, it is virtually out with this type of last.

This last may be used in Goodyear, Littleway, and Compo structure. It accomplishes two purposes; (1) the elimination of tacks; (2) the use of an insole substitute that is virtually no insole at all so far as flexibility.

Source: Jerome Rubico, Inc., Boston; Pat. No. 2,528,082.



Suede worth the difference

SLATTERY BROS. TANNING CO. 210 South St. Boston 11. Mass.



LYNN INNERSOLE CO., ALLSTON, MASS.

BOIL TEST

(Concluded from Page 9)

squares are being marked, the water is boiling and ready as soon as the pieces are. The tank shown in figure 1 was used successfully. It has a steam coil of copper tubing equipped with an inexpensive bellow-type steam trap.

The Template and Gage

The marking template is easily made up of heavy galvanized plate. Wood can be used if it has good dimensional stability under repeated wettings and drying. The metal plate is safer. Let us say that we will use a four-inch square as standard. Then the square galvanized template should be cut 4 inches on a side. Next it can be deburred and ground on the edges so that a line drawn around it with a wet leather crayon encloses exactly a four inch square.

The transparent plastic for the gage can be purchased at almost any hobby shop. A 6-inch square, 3/16/or ½-inch thick is preferred. Lines can be easily scratched into the plastic with a scriber or razor blade. Either a small metal square or a sixinch steel rule can be used as a straightedge. India ink, or better, red lead paint can be rubbed into the lines to make them clearly visible

Coming...

a new, completely revised

BLUE BOOK

of the Shoe and Leather Industry

WATCH

FOR FURTHER DETAILS against the light blue of the leather. The layout dimensions of the gage, based on a 4-inch square are given in this table:

Dimensions of Gage Markings

expan- sion % 20	shrink %	Area of square being tested sq. in. 19.20 18.40	Side of indicate square in. 4.38 4.29
15		17.60	4.19
5		16.80	4.10
0	0	16.00	4.00
	5	15.20	3.90
	10	14.40	3.79
	15	13.60	3.69
	20	12.80	3.58
	25	12.00	3.46
	30	11.20	3.34
	40	9.60	3.10
	50	8.00	2.83

The layout of the finished template and gage are shown in Figure 2. The measurements of the sides of squares can be conveniently taken with dividers from the L_o scale of a slide-rule. Since there is usually a discrepancy between this scale and actual inches, however, the template measurement has to be reduced to fit in this case.

In using the gage the lower corner is placed so that the bottom and left side lines of the cravon markings are averaged by the bottom and left side lines of the gage markings. The upper and right side lines of the crayon markings can be then visually averaged against the percentage change marking of the gage. Suppose, as shown in Figure 3, that the upper line averages 8 percent while the right side line averages 12 percent. The overall average, of course, is 10 percent shrink-and it can always be arrived at in this way, by mental arithmetic.

Results

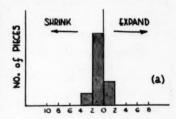
Interpretation of the results may vary from tannery to tannery and from one type of leather to another. In order to describe the usefulness of the test, we shall assume arbitrary values where needed.

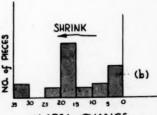
The first thing to look for, of course, is how much of the leather is badly shrunk by boiling. If more than half the pieces have shrunk 20 percent or more, there is little doubt that they are undertanned. Again, if none of the pieces shrink more than 5 percent and some of them expand, the mill is well tanned. But what about the samples which show intermediate results?

In this case the chemist or tanner

can quickly learn what the requirements for his leather are. If his leather is of just passable quality at 10 to 15 percent shrink, then it is obvious that a sample where two thirds of the pieces fall below that mark is not well tanned. The point is this-by having a larger number of pieces, and further by having fairly exact readings of their shrink or expansion, a truer picture of the leather in the mill is presented. It is possible to say, for example, that 35 percent of the leather in the mill is well tanned, 60 percent is passably tanned, and 5 percent is poorly

Another feature of the test, when results are plotted, is to show whether the tanning conditions are properly chosen. When the tanning and beaming have been properly handled, the shrinkage distribution will fall into a narrow range. With good stock conditions it is possible to have all the pieces tested (hence all but a very small part of the mill) show shrinkages that do not vary more than plus or minus 2 percent from the average value. Any one of a number of factors, however, can smear out this distribution curve so that it looks like Figure 4b. This aspect of the test, while not intended in the test's development, has proven to be a valuable source of information.





% AREA CHANGE Fig. 4 (a) Plotted results of the test

on a good mill. Average shrink of from 0 to 2%. Note narrow distribution of shrink values. (b) Plotted results of the test on a poor mill. Average shrink of nearly 20%. Distribution here is "smeared" out, follows no pattern.

CLASSIFIED ADVERTISING

Wanted and For Sale

Wanted: Surplus Stocks

SHOE MANUFACTURERS' SURPLUS OF Shoes including Close outs, Samples and Factory Damages Also LEATHER SURPLUS and REMNANTS.

WRITE
MATT AMROSE & SONS,
SYRACUSE, N. Y.

For Sale at Low And Attractive Prices

Wool Blanket Ends Wool & Cotton Blanket Ends Cotton Blanket Ends Conton Bianket Ends
Canton Flannel Full Stock, also
Various Lengths, Jobs, Shorts
Imitation Leather Full Stock and Remnants
All Kinds & Colors & Weights
Also, Block Cuts Book Binding Cloth Full Widths - In Rolls -Various Colors
Felt — Rolls —
Knitted Fabrics - Shorts - Remnants

Raw Materials—in Carloads or Small Lots kaw Materials—in Carloads or Small Lot.
A Building Full of Bargains,
We Just Keep Moving Our Stock.
Take Advantage of Our Low Prices.
Be One of Our Satisfied Customers.
We Guarantee Satisfaction.
Write for Your Needs — We Will Reply
Promptly and in Detail with Samples,
if necessary.

CENTRAL MERCANTILE CO. 217 Milwaukee Ave., Chicago 6, Ill.

Representatives Wanted

SEEKING REPRESENTATIVES

Latex (natural and synthetics)

and

Solvent Cements.

Address H-18, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

For Sale

COMPLETE, operating factory, manufacturing soft-soled baby shoes. Present output 1,000 pairs daily. Own three (3) story building, machinery, equipment and stock. Location, Middle Atlantic State. Reason for sale, owners have other interests. Address H-14, c/o Leather and Shoes, 300 W. Addams St., Chicago 6, Ill.

Wanted-Pickled Splits

TANNERY using carload lots wishes consistent source of supply, heavy, large or small packer splits. Please write describing product, availability, present prices, other conditions, etc. Address H-16. c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Toggling Unit For Sale

36-frame unit, 18 frames on each end. Size of frame 8½ ft. x 6½ ft., complete with motors and controls. Must be moved—no reasonable offer refused. For information write H-17, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Rates

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$3.00 per inch for each insertion.

Undisplayed advertisementa cost \$2.50 per linch for each insertion under "Relp Wanted" and "Special Notices" and \$1.00 per linch for each insertion under "Situa-tions Wanted."

tions Wanted."
Minimum space secepted: 1 inch. Copy
must be in our hands not laier than
Tureday moraing for publication in the
issue of the following Saturday.
Advertisements with bux numbers are
strictly confidential and no information
concerning them will be disclosed by the

THE RUMPF PUBLISHING CO.

Tannery Machinery For Sale

Stehling Fleshing Machine-Quirin Wringer. Measuring Machine. Shaving Machine. NRAVING Machine.
Carley Heater Double Rolling Machine.
Drums with individual drives, complete with motors and V. Belts.
Rockers and Rocker Frames.

Address H-11, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Help Wanted

Representative Wanted

ESTABLISHED LEATHER FINISH manufacturer is looking for a qualified man to represent them in the Middle West. Good opportunity. State experience.

Address G-9, c/o Leather and Shoes, 20 Vesey St., New York 7, N. Y.

Stock Fitting Foreman

CAPABLE AND EXPERIENCED on all types of Channeled Wel's and Eno Constructions for Central Pennsylvania. State experience and salary expected.

Address H-6, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Salesman Wanted

For the Chicago-Milwaukee area. Must have shoe experience and general knowledge of shoe trade, shoe and pattern making, last, heels, styling and retailing. Preferable age 35 to 50. in good health. willing to travel, preferably married. If you have these qualifactions and want a salaried job with security benefits, let us hear from you. Write Box Y-7, Leather And Shoes, Boston, Mass.

Superintendent's Assistant Wanted

Wanted

NEED a foreman or assistant superintendent who has an eye for the future: to act as assistant to present superintendent in busy Penneylvania plant making good quality men's and boys' Goodyear wells.

Your age should be in the thirties, and your experience and talents in line with above requirements.

In your reply list all qualifications that would warrant a personal interview. Our own men Address H-12, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Inquiries invited for INDIAN VEGETABLE TANNED LIPS AND CHROME TANNED KIPS IN CRUST CONDITION.

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WANTED: Consultant Tanner experienced in the tanning and finishing of Horsebutts for

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MAINTENANCE LEATHER MACHINERY.
Older man who is retired or semi-retired, with
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work.

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Wanted

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SUPERINTENDENT AND TANNER desires position with a responsible organization. Must be quality manufacturers of side leathers, or desirous of obtaining same. No others need apply. Thoroughly experienced in tannery management, labor relations, and material procurement. A thorough knowledge of leather manufacture from the hide house to sales. Kips and sides in Elik, Smooth, Aniline, Waterproof, Army retan. Mechanical, Retan sole, specialty, and other leathers, with a comprehensive knowledge of split manufacture, incal education. Extensive experience as a consultant. Excellent references. Domestic and foreign inquiries invited. Address H-S, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill. SUPERINTENDENT AND TANNER desires

Who

WOULD LIKE TO secure services of a widely traveled man, well trained in various phases of Leather & Shoe industries, with good experience also in allied trades? 2 yrs. office admirts: 1 yr. shoe mfr. & contrig. oper.; 6 mths. tannery: 6 mths. leather sales; 1 yr.; demonstr. & sales leather finishes. Good knowledge European conditions; French, German, Spanish Igus. Please reply to G-13, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Increase Midwestern Sales?

EXPERIENCED MANUFACTURERS REPRE-SENTATIVE calling on Tanners and Finishers in the Midwest, with established following, is now able to add non-conflicting lines to his representation. Address H-5, c/o Leather And Shoes, 300 W. Adams St., Chicago 6, Ill.

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Deaths

Sidney C. Wilson

. . 69, shoe process inventor, died Aug. 5 in Southern Pines, N. C., where he had moved from Rochester, N. Y. He had suffered from a heart ailment for the past four years. Wilson, a native of Michigan, invented the Wilson process which eliminated the hand turning of shoes and made mass production possible. He worked out the method in an experimental shoe factory in Penn Yan more than 30 years ago. Recently, he invented Wilsonite, a plastic printing plate now used by newspapers. Surviving are his wife, Henrietta; a son, 1st Lt. Donald A., with the Air Force in Korea: and a daughter.

William M. Corhammer

... 58, rubber executive, died Aug. 5 at his home in Mt. Vernon, N. Y. He was office manager of U. S. Rubber Co. Corhammer was active in organizational affairs, a Mason, and a member of Sons of Union Veterans of the Civil War. He leaves his wife, Frances S.; a son, Alan F.; and a sister, Mrs. John Lee.

Arthur M. Powers

... 58, leather merchant, died Aug. 5 in Methodist Hospital, Indianapolis. He was forced to enter the hospital two weeks previously while visiting relatives in Indianapolis. A native of Florida, he entered the leather business in Jacksonville many years ago and was well known throughout the trade. He was a Mason and formerly a State Commander of the Florida American Legion. Survivors include two sisters.

Tanner Protests Union Activities

Michigan Tanning and Extract Co., a subsidiary of Howes Leather Co., has protested to the National Labor Relations Board against shop representatives of the Fur & Leather Workers Union distributing petitions among the plant's workers on company time. The company employes belong to Local 982 of the United Auto Workers, AFL, and has a two-year contract with the firm.

Coming Events

Aug. 19-22, 1951 — Spring Showing of Allied Shoe Products and Style Exhibit for allied trades. Hotel Belmont-Plaza, New York City.

Aug. 21-22, 1951 — Official Opening of American Leathers for Spring and Summer 1952. Sponsored by Tanners' Council of America. The Waldorf-Astoria, New York City.

Oct. 14-18, 1951—Advance Boston Spring Shoe Showing, sponsored by New England Shoe and Leather Association. Hotels Statler and Touraine and manufacturers' showrooms.

Oct. 20, 1951—38th annual banquet of New York Shoe Superintendents' and Foremen's Association. Hotel St. George, Brooklyn, N. Y.

Oct. 21-24, 1951—Canadian Shoe and Leather Convention in Montreal, Quebec, Canada.

Oct. 25-26, 1951—Annual Fall Meeting of Tanners' Council of America. Edgewater Beach Hotel, Chicago, Ill.

Oct. 29-Nov. 1, 1951 — National Shoe Fair, sponsored by National Shoe Manufacturers Association and National Shoe Retailers Association. Palmer House and other hotels, Chicago.

Nov. 11-14, 1951—Spring Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adolphus, Baker and Southland Hotels, Dallas, Tex.

Nov. 25-29, 1951 — Popular Price Shoe Show of America for Spring and Summer 1952. Sponsored by New England Shoe and Leather Association and National Association of Shoe Charle Stores. Hotels New Yorker and McAlpin, New York City.

However, IFLWU claims that UAW is no longer the active bargaining agent for the workers, and that UAW obtained and reopened the contract illegally. IFLWU is petitioning to represent the workers at this plant.

Company officials claim that IFLWU is "either misinformed, or it has intentionally misrepresented the situation in its petition." The company has issued a strong protest against IFLWU's tactics and has notified shop petitions for IFLWU that they will be discharged if they continue to violate shop rules by seeking signatures on shop time.

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Lacking suitable eating tools, two-fisted Henry VIII and his fellows often rammed down their meals with both hands—a risky and messy business.

But the world doesn't stand still. Along came efficient table knives and forks—and double action dishto-mouth transportation was improved tremendously. Which brings us to Nopcolene* fatliquors:

Our initial Nopcolenes appeared to afford as valuable a means for making good leather better as Henry's fingers provided for feeding his face. But as with His Majesty, so with us—there was room for improvement.

And improve we did! By putting the original Nopcolenes to work, and checking closely, we found how to produce superior formulations—truly revolutionary fatliquors which give superb surface lubrication plus easily-controlled penetration. Used either singly or in combination, these improved Nopcolenes make it pos-

sible for you to obtain leather with any surface feel, temper, hand, break and stretch you desire.

Also, our new Nopcolenes are practically moisturefree (affording real savings in freight and handling charges), readily soluble, and extremely easy to bandle.

In fact, you'll find today's "double action" Nopcolenes do a sensational job on all types of leather—outperform other fatliquors in every way.

Write us for full information. Working instructions, and the cooperation of our Technical Service Division, are yours for the asking.

This book, just published, gives you valuable data about Nopco's improved Nopcolene fatliquors, and includes a number of typical formulas for a variety of leathers. Send for your free copy.





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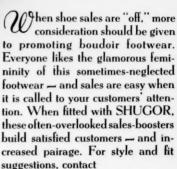
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